Quickli and CitoPlus to work together to solve key SME and commercial lending pain point.



The leading technology provider for Australian residential mortgage brokers, <u>Quickli</u>, has entered into a commercial agreement with <u>CitoPlus</u>, the leading digital lodgement platform for SME and commercial lending via brokers, to help address a critical industry challenge.

The seamless integration to be launched is designed to streamline the process for joint loan applications that include both business loans and home loans. Traditionally, brokers assisting customers with these paired loans or dual-purpose loan solutions have faced a fragmented process requiring separate submissions for the home loan and business loan. This leads to fragmented as well as lengthy assessment processes for both brokers and lenders, repetitive customer data entry, and an inefficient experience which ultimately results in long lead times for business customers to obtain finance.

Quickli and CitoPlus – who have both been developing their technologies since 2021 – are joining forces to support thousands of brokers to handle these scenarios in one process with a single submission. This will save brokers significant time and ultimately result in quicker turnaround times for their clients.

The integration will see CitoPlus build the ability for all its registered brokers to be able to access Quickli's residential serviceability calculations, product information, and policy data, within the application create and submission experience. This market-first solution will enable brokers to handle and digitally submit both components of joint business and home loan applications, eliminating the need for separate submissions and reducing assessment complexity for lenders.





Figure 1: Richard Winkett and Graham Strain, CitoPlus co-founders

Richard Winkett, co-founder of CitoPlus, said, "Quickli has an incredibly strong user base, reputation, and brand around home loan serviceability and policy, and the two platforms complement each other really well. Bringing the strength of Quickli together with the market leading CitoPlus digital lodgement platform solves a genuine pain point for brokers who regularly handle deals with both residential and commercial components and builds on the digital lodgement already in place to lenders such as Westpac, Judo Bank, ING and many more."



Figure 2: Eric Dill and Angus Keatinge, Quickli co-founders



Angus Keatinge, co-founder and co-CEO of Quickli, said, "The heart of everything we do is supporting brokers and making their lives easier. It's a pleasure to partner with organisations like CitoPlus that share our commitment to streamlining broker workflows. This integration represents a natural evolution of our platform's capabilities into the commercial lending space."

Technical development is already underway, with the integration expected to launch in the coming months.

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ABOUT QUICKLI

Quickli is Australia's leading mortgage serviceability technology platform, designed to empower mortgage brokers by simplifying the loan assessment process.

By consolidating 50+ lender servicing calculators into one user-friendly interface, Quickli saves mortgage brokers valuable time on data entry enabling them to present better, faster solutions for their clients.

The platform offers a suite of powerful tools to help brokers and their clients make informed financial decisions with ease. These calculators streamline the preliminary assessment process, cutting down time by hours or even days. Key features include servicing calculations for 45+ lenders, an extensive policy library, a Funds Position tool with LMI, detailed product comparisons, a Refinance Feasibility Calculator, and a Postcode Lookup Tool.



With over 2 million scenarios created by over 12,500 users (there are approximately 22,000 mortgage brokers in Australia), Quickli has earned recognition for its contribution to the industry as "Service Provider Innovator of the Year" at the 2025 Broker Innovation Awards, "Broker Technology Platform of the Year" at the 2023 and 2024 Mortgage Business Awards and "Best Industry Service" at the 2023 Australian Mortgage Awards.

For more information, please visit www.quickli.com.au

ABOUT CITOPLUS

CitoPlus streamlines the loan application process for brokers, empowering them to secure funding faster for their SME clients.

CitoPlus' user-friendly digital platform equips brokers with the tools they need to close deals efficiently, securely and in less time.

The CitoPlus platform is purpose-built for brokers and helps them deeply understand their clients and their needs. It helps brokers quickly and efficiently structure tailored solutions for their customers as well as create high quality loan applications.

For more information, please visit www.citoplus.com.au

