

## CitoPlus Press Release

# Citoplus and Pallas Capital Partner to Streamline Digital Deal Submissions for Brokers

Citoplus has partnered with Pallas Capital - one of Australia's leading non-bank lenders - to deliver a market-leading, digital-first submission experience for brokers.

The solution enables brokers to submit digital loan applications to Pallas Capital via the Citoplus platform, simplifying deal flow and reducing approval timeframes.

### **Bringing together digital efficiency and specialist lending expertise**

Through this partnership, brokers can:

- Submit deals to Pallas Capital digitally via Citoplus
- Capture and structure deal information more efficiently
- Eliminate manual processes, ID capture and application forms

The streamlined workflow is designed to support brokers with the level of experience, certainty, and efficiency Pallas Capital is renowned for.

### **Supporting brokers with faster, seamless submissions**

Digital submission via Citoplus allows brokers to progress from client engagement to formal submission in a single, connected process, improving efficiency across the entire pipeline.

This integrated approach enables faster assessments, elevating the experience for brokers and their clients throughout the lending process.

### **Maintaining a high-touch lending approach**

While the application process is now fully digital, the partnership complements Pallas Capital's relationship-driven origination model, where brokers work directly with experienced originators to structure and execute complex commercial real estate transactions.

This partnership ensures brokers benefit from digital convenience, without compromising access to Pallas Capital's specialist expertise and support.

### **A shared commitment to better broker outcomes**

Citoplus and Pallas Capital are committed to supporting brokers by equipping them with tools and solutions that make it easier to originate, structure, and submit transactions. This partnership signifies a step toward a more connected, efficient lending ecosystem, supporting brokers servicing SME and self-employed business clients seeking more accessible funding for property acquisition, refinance, cash out or debt consolidation, as well as business clients looking to refinance or purchase residential investment properties.

## **About Pallas Capital**

Pallas Capital specialises in the origination and investment management of structured debt products, providing bespoke finance solutions to borrowers seeking reliable and competitive funding for commercial and residential assets, and development projects. It then offers financial investments in these loans to its investors, providing attractive returns to its investor base through a range of risk-adjusted, property-backed debt investment opportunities.

Since it commenced business, Pallas Capital has arranged over 1,000 transactions with a total value exceeding \$9.7 billion. With approx. \$5.79 billion of these investments repaid, Pallas Capital has a current investment book of about AU\$3.91 billion across 324 loans and other investment types.

To date, Pallas Capital has paid over \$500 million of interest and other income to its investors with no loss of principal or interest.

## **About Citoplus**

Citoplus, market leading platform experience for brokers, streamlines the loan application process for brokers, empowering them to secure funding faster for their SME clients. CitoPlus's user-friendly digital platform equips brokers with the tools they need to close deals efficiently, securely and in less time.