



Product & Policy Guide

Basics & Options Product Range

May 2022 V1.7



Product Information

Basic Product Suite

Quick Policy Comparison

	Near Prime	Near Prime Plus	Specialist
Employment		PAYG or Self Employed	
Documentation (PAYG/Full Doc)		PAYG - Last 2 payslips AND 3 months bank statements Self Employed - 1 year tax return AND Latest Notice of Assessment	
Documentation (Alt Doc)	Accountant Declaration	Accountant Declaration AND 6 months business bank statements OR Last 2 BAS	Accountant Declaration AND 6 months business bank statements OR Last 2 BAS
Income accepted for servicing	100% full-time, part-time, casual, second job, PAYG allowances, commissions & bonuses & overtime (if > 6 months) 100% child maintenance, investment, scholarship, pension income, government family benefits (types A & B) if guaranteed for 5 years, maternity leave, workers comp & income protection 80% residential & commercial rental income		
Credit Impairment (Defaults, Court actions, Writs & Arrears)	< \$1,000 paid defaults < 2 years Unlimited paid defaults ignored if > 2 years 1 late payment Discharged > 1 day	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults ignored if < 2 years Unlimited paid defaults ignored if > 2 years < 3-month mortgage arrears Discharged > 2 years	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults ignored if < 2 years Unlimited paid defaults ignored if > 2 years Mortgage arrears accepted Discharged > 2 years
ABN & GST	Registered > 12 months	Registered > 6 months	Registered < 6 months
Max Loan Size	\$3.0m	\$2.0m	\$2.0m
Maximum LVR	85% Full Doc & 80% Alt Doc	75%	75%

Max Loan Sizes	Near Prime		Near Prime Plus		Specialist	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR <70%	\$3.0m	\$3.0m	\$2.0m	\$2.0m	\$2.0m	-
LVR <75%	\$3.0m	\$3.0m	\$1.5m	\$1.5m	\$1.5m	-
LVR <80%	\$1.5m	\$1.5m	-	-	-	-
LVR <85%	\$750k	-	-	-	-	-



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Interest Rates

	Near Prime		Near Prime Plus		Specialist	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR <60%	3.29%	4.05%	4.39%	5.25%	5.09%	-
LVR <65%	3.29%	4.05%	4.49%	5.25%	5.29%	-
LVR <70%	3.29%	4.15%	4.54%	6.14%	5.59%	-
LVR <75%	3.45%	5.49%	5.09%	6.69%	5.79%	-
LVR <80%	3.55%	5.49%	-	-	-	-
LVR <85%	4.65%	-	-	-	-	-
Establishment Fee	\$695	\$999	\$695	\$1,099	\$999	-
Annual Loan Admin Fee	\$195	\$195	\$195	\$195	\$295	-
Valuation Fee	Valuation fees at cost and paid prior to Valuation being ordered (c.\$395)					

▶ + 25bps loading for investment loans

▶ +25bps loading for interest only loans

▶ +25bps loading for loans > \$1.5m and ≤ \$2.0m

▶ +50bps loading for loans > \$2.0m

Risk Fees

	Near Prime		Near Prime Plus		Specialist	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
≤70% LVR	0.0%	1.50%	0.70%	1.50%	1.00%	-
≤75% LVR	1.00%	1.50%	1.00%	1.50%	1.50%	-
≤80% LVR	1.00%	1.50%	-	-	-	-
≤85% LVR	1.00%	-	-	-	-	-



Product Information

Options Product Suite

Quick Policy Comparison

	Land	Construction	Company Borrowers	Expat
Employment	PAYG or Self Employed			
Documentation (PAYG/Full Doc)	PAYG: Last 2 payslips AND 3 months bank statements Self Employed: 1 year tax return AND Latest Notice of Assessment	PAYG: Last 2 payslips AND 3 months bank statements Self Employed: 1 year tax return AND Latest Notice of Assessment	PAYG: Last 2 payslips Self Employed: 1 year tax return AND Latest Notice of Assessment	PAYG: Last 2 payslips AND 3 months bank statements Self Employed: 1 year tax return AND Latest Notice of Assessment
Documentation (Alt Doc)	-	Accountant Declaration	-	-
Income Accepted for Servicing	100% full-time, part-time, casual, second job, PAYG allowances, commissions & bonuses & overtime (if > 6 months) 100% child maintenance, investment, scholarship, pension income, government family benefits (types A & B) if guaranteed for 5 years, maternity leave, workers comp & income protection 80% residential & commercial rental income			
Credit Impairment (defaults, court actions, writs & arrears)	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults if < 2 years Unlimited paid defaults ignored if > 2 years Mortgage arrears accepted on a case-by-case basis Discharged > 2 years	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults if < 2 years Unlimited paid defaults ignored if > 2 years 1 late payment Discharged > 2 years	< \$5,000 (Owner Occupied) / < \$3,000 (Investment) paid defaults if < 2 years Unlimited paid defaults ignored if > 2 years Mortgage arrears accepted on a case-by-case basis Discharged > 2 years	< \$1,000 paid defaults < 2 years Unlimited paid defaults ignored if > 2 years 1 late payment Discharged > 2 years
ABN & GST	Registered > 6 months	Registered > 6 months	Registered > 6 months	Registered > 12 months
Max Loan Size	\$1.5m	\$1.5m	\$1.5m	\$1.5m
Max LVR	75%	75%	75%	75%
Accepted Security	Land and incomplete property	New build, fixed price contract	Metro, Regional	Metro, Regional



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Max Loan Sizes



	Land		Construction		Company Borrowers		Expat	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR <70%	\$1.5m	-	\$1.5m	\$1.5m	\$1.5m	-	\$1.5m	-
LVR <75%	\$1.5m	-	\$1.25m	\$1.25m	\$1.5m	-	\$1.5m	-

Interest Rates

	Land		Construction		Company Borrowers		Expat	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR <60%	6.49%	-	6.75%	6.85%	5.00%	-	4.15%	-
LVR <65%	6.75%	-	6.75%	6.85%	5.25%	-	4.25%	-
LVR <70%	6.99%	-	6.95%	7.05%	5.50%	-	4.35%	-
LVR <75%	7.25%	-	7.25%	7.35%	5.75%	-	4.45%	-
LVR <80%	-	-	-	-	-	-	-	-
LVR <85%	-	-	-	-	-	-	-	-
Risk Fee	1.95%	-	1.25%	1.25%	0.95%	-	0.75%	-
Establishment Fee	\$3,195	-	\$1,750	\$1,750	Starting from \$3,250	-	\$2,035	-
Annual Loan Admin Fee	\$295	-	\$295	\$295	\$295	-	\$295	-
Valuation Fee	Valuation fees at cost and paid prior to Valuation being ordered (c.\$395)							



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