



# Product & Policy Guide

## Basics & Options Product Range

August 2022 V1.12

Rates effective from 4th August 2022





## Product Information

### Basic Product Suite

#### Quick Policy Comparison

	Near Prime	Near Prime Plus	Specialist
<b>Employment</b>		PAYG or Self Employed	
<b>Documentation (PAYG/Full Doc)</b>		<b>PAYG</b> - Last 2 payslips <b>AND</b> 3 months bank statements <b>Self Employed</b> - 1 year tax return <b>AND</b> Latest Notice of Assessment	
<b>Documentation (Alt Doc)</b>	Accountant Declaration	Accountant Declaration <b>AND</b> 6 months business bank statements <b>OR</b> Last 2 BAS	
<b>Income accepted for servicing</b>	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		
<b>Credit Impairment</b> (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
<b>ABN &amp; GST</b>	Registered > 12 months	Registered > 6 months	Registered < 6 months
<b>Max Loan Size</b>	\$3.0m	\$2.0m	\$2.0m
<b>Maximum LVR</b>	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
<b>LVR &lt;70%</b>	\$3.0m	\$3.0m	\$2.0m	\$2.0m	\$2.0m	-
<b>LVR &lt;75%</b>	\$3.0m	\$3.0m	\$1.5m	\$1.5m	\$1.5m	-
<b>LVR &lt;80%</b>	\$1.5m	\$1.5m	-	-	-	-
<b>LVR &lt;85%</b>	\$750k	-	-	-	-	-

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## Product Information

### Basic Product Suite

#### Interest Rates

	Near Prime		Near Prime Plus		Specialist	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
LVR ≤60%	4.79%	5.55%	5.89%	6.75%	6.59%	-
LVR ≤65%	4.79%	5.55%	5.99%	6.75%	6.79%	-
LVR ≤70%	4.79%	5.65%	6.04%	7.64%	7.09%	-
LVR ≤75%	4.95%	6.99%	6.59%	8.19%	7.29%	-
LVR ≤80%	5.05%	6.99%	-	-	-	-
LVR ≤85%	6.15%	-	-	-	-	-
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
LVR ≤70%	0.0%	1.50%	0.70%	1.50%	1.00%	-
LVR ≤75%	1.00%	1.50%	1.00%	1.50%	1.50%	-
LVR ≤80%	1.00%	1.50%	-	-	-	-
LVR ≤85%	1.00%	-	-	-	-	-



## Product Information

### Options Product Suite

#### Quick Policy Comparison

	Land	Construction	Company Borrowers	Expat
<b>Employment</b>	PAYG or Self Employed			
<b>Documentation (PAYG/Full Doc)</b>	PAYG: Last 2 payslips <b>AND</b> 3 months bank statements Self Employed: 1 year tax return <b>AND</b> Latest Notice of Assessment	PAYG: Last 2 payslips <b>AND</b> 3 months bank statements Self Employed: 1 year tax return <b>AND</b> Latest Notice of Assessment	PAYG: Last 2 payslips Self Employed: 1 year tax return <b>AND</b> Latest Notice of Assessment	PAYG: Last 2 payslips <b>AND</b> 3 months bank statements Self Employed: 1 year tax return <b>AND</b> Latest Notice of Assessment
<b>Documentation (Alt Doc)</b>	-	Accountant Declaration	-	-
<b>Income Accepted for Servicing</b>	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			
<b>Credit Impairment</b> (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
<b>ABN &amp; GST</b>	Registered > 6 months	Registered > 6 months	Registered > 6 months	Registered > 12 months
<b>Max Loan Size</b>	\$1.5m	\$1.5m	\$1.5m	\$1.5m
<b>Max LVR</b>	75%	75%	75%	75%
<b>Accepted Security</b>	Land and incomplete property	New build, fixed price contract	Metro, Regional	Metro, Regional

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### Options Product Suite

#### Max Loan Sizes

	Land		Construction		Company Borrowers		Expat	
	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc	Full Doc	Alt Doc
<b>LVR ≤70%</b>	\$1.5m	-	\$1.5m	\$1.5m	\$1.5m	-	\$1.5m	-
<b>LVR ≤75%</b>	\$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
<b>LVR ≤60%</b>	7.99%	-	8.25%*	8.35%*	6.50%	-	5.65%	-
<b>LVR ≤65%</b>	8.25%	-	8.25%*	8.35%*	6.75%	-	5.75%	-
<b>LVR ≤70%</b>	8.49%	-	8.45%*	8.55%*	7.00%	-	5.85%	-
<b>LVR ≤75%</b>	8.75%	-	8.75%*	8.85%*	7.25%	-	5.95%	-
<b>LVR ≤80%</b>	-	-	-	-	-	-	-	-
<b>LVR ≤85%</b>	-	-	-	-	-	-	-	-
<b>Risk Fee</b>	1.95%	-	1.25%	1.25%	0.95%	-	0.75%	-
<b>Establishment Fee</b>	\$3,195	-	\$1,750	\$1,750	Starting from \$3,250	-	\$2,035	-
<b>Annual Loan Admin Fee</b>	\$295	-	\$295	\$295	\$295	-	\$295	-
<b>Valuation Fee</b>	Valuation fees at cost and paid prior to Valuation being ordered (c.\$395)							

▶ **+ 25bps loading for investment loans**

▶ **+25bps loading for interest only loans**



\*Interest rate drop down available on Construction Loans (upon production of certificate of occupancy). Please note approval is required prior to drop down.

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