

# LENDING POLICIES & FEES

## BORROWER INFORMATION

<b>Australian Resident</b>	Must be an Australian citizen or permanent resident residing in Australia
<b>Borrower Age</b>	Minimum - 18 years old Maximum - no limit (subject to suitable exit strategy & independent legal advice)
<b>Loan Term</b>	Minimum - 15 years Maximum - 30 years
<b>Loan Amounts</b>	Minimum - \$100,000 Maximum - \$1.5m subject to location, LVR and product selected.
<b>Loan Accounts</b>	Maximum of 4 accounts on any 1 loan with minimum amount of \$50,000 per account
<b>Number of Borrowers</b>	Maximum of 4 borrowers per loan
<b>Companies</b>	Company structure - Only 1 company per loan - Maximum of 3 directors - Unlimited personal guarantees required from all directors - Shareholders must be directors or spouses of the directors
<b>Trusts</b>	Trust structure - Unit or discretionary trusts permissible (no hybrid trusts) - Only 1 trust per loan
<b>Interest-Only Loans</b>	3 or 5 year terms available
<b>Professional Investors</b>	Maximum ownership of 4 properties, including owner-occupied property
<b>Higher Risk Industries</b>	Income received from the following industries has been temporarily suspended: tourism, hospitality, entertainment and retail

## FEE INFORMATION

<b>Loan Settlement Fee</b>	\$120
<b>Legal Fees</b>	From \$400
<b>Establishment Fee</b>	Prime product: \$590 All other products: \$990
<b>Title Protection Fee</b>	Prime product: \$0 All other products: \$350
<b>Account Keeping Fee</b>	\$15 per month on all split accounts
<b>Switching/Variation Loan Fee</b>	\$250
<b>Discharge Fee (plus agents costs)</b>	\$250
<b>Valuation Fee</b>	Up to \$2,000,000: Free >\$2,000,000 or non-standard security: Quote required
<b>Capitalisation of Fees</b>	Fees can be capitalised for all loans, (excluding discharge fees) subject to the total loan inclusive of fees, not exceeding maximum LVR for each product.

# LENDING POLICIES & FEES continued

## ACCEPTABLE SECURITIES (population must be 10,000 within 10km)

ACCEPTABLE	UNACCEPTABLE
Existing dwellings (the dwelling must be valued at more than 10% of the overall property)	Vacant land, or in construction / development / partially completed dwellings
Rural residential properties up to 5 acres (2 hectares)	Commercial, industrial or rural zoned
Units with a minimum of 1 bedroom (no studios)	Income producing properties (excluding residential investment properties)
Residential units in tower blocks up to and including 10 storeys	Company share, native title, company title, stratum title, mining lease, crown lease or leasehold (excluding ACT)
Residential units in tower blocks where the ground floor only has a commercial use	Exotic construction, re-located, or kit homes
Properties in fair or better condition	Used for or within short-term letting (holiday/resorts), time share, dual key, serviced apartments
Up to 2 dwellings on a single title	Flood prone areas or those adjoining power lines, transmission lines or railway tracks within 100m.
Units over 50 sqm (total living area including car space)	Retirement Village or display home
Selling period up to 6 months	Securities with active Development Approval
Borrower ownership of up to 2 units in a single development	NRAS Schemes or Defense Force Housing

## OTHER ASSESSMENT CRITERIA

<b>Credit Card Liability</b>	3.8% of limit
<b>Genuine Savings</b>	Not required
<b>Valuation Expiry</b>	No older than 90 days at unconditional approval
<b>Notional Rent</b>	\$150 per week
<b>Exit Strategy Required</b>	From 45 years old