

	BRIDGING LOANS	EQUITY RELEASE
Security	Residential	Residential
Security Type	All - Established, new (inc off the plan) and Land	All - Established, new (inc off the plan) and Land
Minimum Loan	\$150,000	\$150,000
Maximum Loan (inclusive of capitalised borrowing costs and interest)	\$10,000,000+ for Syd, Melb & Bris metro \$5,000,000 for other metro* \$3,000,000 for regional	\$5,000,000 for Syd, Melb & Bris metro \$3,000,000 for other metro* \$2,000,000 for regional
Maximum Loan Term	18 months	24 Months
Maximum LVR (inc capitalised interest and costs)	80%	70% (prepaid interest) 65% (capitalised interest)
Additional Cash Out / Equity Release	Up to \$250,000 any purpose and up to \$1,000,000 with supporting documentation	Up to \$250,000 any purpose and up to \$1,000,000 with supporting documentation
Repayment	No monthly servicing repayments	No monthly servicing repayments
Interest Calculation	Capitalised or Prepaid	Capitalised or Prepaid
Additional Repayments	Yes	Yes
Early Repayment (full or part)	Yes at no penalty/cost (full or part)	Yes at no penalty/cost (full or part)
Offset / Redraw	No	No
Split Loan Accounts	Up to 4	Up to 4
Income Reliance	No income documentation where there is no end debt.	No income documentation required
Borrower Age Limit	No age limit / retirees accepted	No age limit / retirees accepted
End Debt (reasonable refinance Exit Strategy)	Reasonable refinance strategy required where there is an end debt	No end debt permitted. Loan must be repaid from the sale of the security or other assets prior to end of term
Interest Rate	refer to rates	refer to rates
Set up Fee (% loan amount)	refer to rates	refer to rates
Equifax Credit Score	500+	700+
Missed payment in last 6 months'	Nil missed payment < 30 Days (any current loan)	Nil missed payment < 30 Days (any current loan)
Unpaid Defaults	Default unpaid < \$1,000 Non-financial institution	No unpaid defaults
Paid Defaults	Default paid < \$1,000 any	Default paid < \$1,000 Non-financial institution

Note: For Bridging (No end debt) higher impairment may be accepted with an Exception Loading.

*Canberra, Adelaide, Perth and other city locations.

Understanding your interest options

CAPITALISED INTEREST

Pay interest as you go

- Interest is charged monthly in arrears. You only pay interest for the period the loan is outstanding.
- Early repayment: Interest stops when the loan is repaid.

PREPAID INTEREST

Fund interest upfront for sharper pricing

- Interest for the agreed loan term is funded upfront and drawn at settlement, allowing for a lower interest rate in many cases.
- Early repayment: Any unused interest is refunded.

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Interest Rates

BRIDGING LOANS (NO END DEBT & END DEBT)				
	CAPITALISED		PREPAID	
LVR	INTEREST RATE	COMPARISON RATE	INTEREST RATE	COMPARISON RATE
0 to 50%	8.22%*	6.90%#	8.07%^	6.88%#
> 50% to 55%	8.22%*	6.90%#	8.07%^	6.88%#
> 55% to 60%	8.22%*	6.90%#	8.07%^	6.88%#
> 60% to 65%	8.22%*	6.90%#	8.07%^	6.88%#
> 65% to 70%	8.22%*	6.90%#	8.07%^	6.88%#
> 70% to 75%	8.54%	6.93%#	8.39%	6.92%#
> 75% to 80%	8.64%	6.95%#	8.49%	6.93%#
Revert Rate (end debt)	6.59%	6.82%#	6.59%	6.82%#

Bridging Base Setup Fee	0.75%
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*Bridging loans, an interest rate of 8.22% p.a. applies for the first 12 months with LVR <70%. A Loyalty Rate (currently 6.59% p.a. variable) may apply after this where the loan is repaid from the sale of your existing property and subject to approval. This rate is not guaranteed.

^Prepaid Bridging loans, an interest rate of 8.07% p.a. applies for the first 12 months with LVR <70%. A Loyalty Rate (currently 6.59% p.a. variable) may apply after this where the loan is repaid from the sale of your existing property and subject to approval. This rate is not guaranteed.

#The comparison rate is based on a \$150,000 bridging loan secured loan over 25 years, with LVR <70% for the first 12 months reverting to our Loyalty Rate thereafter. WARNING: This comparison rate applies only to the example or examples given. Different amounts and terms will result in different comparison rates. Costs such as redraw fees or early repayment fees, and cost savings such as fee waivers, are not included in the comparison rate but may influence the cost of the loan.

EQUITY RELEASE (NO END DEBT)				
	CAPITALISED		PREPAID	
LVR	INTEREST RATE	COMPARISON RATE	INTEREST RATE	COMPARISON RATE
0 to 50%	8.49%*	8.70%#	8.07%*	8.23%#
> 50% to 55%	8.49%*	8.70%#	8.07%*	8.23%#
> 55% to 60%	8.49%*	8.70%#	8.07%*	8.23%#
> 60% to 65%	8.49%*	8.70%#	8.07%*	8.23%#
> 65% to 70%	N/A	N/A	8.07%*	8.23%#
> 70% to 75%	N/A	N/A	N/A	N/A
> 75% to 80%	N/A	N/A	N/A	N/A

Equity Release Setup Fee	1%
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BRIDGING & EQUITY RELEASE FEES	
Application Fee	\$499 (collected at val and rebated at settlement)
Standard Valuation Fee	At cost (usually \$242 per security) and paid upfront. Additional costs may apply if outside of metro locations, commercial real estate, multiple properties or considered non-standard.
Legal Fee	At cost (usually \$495 for Bridging Loans and \$330 for Equity Release)
Monthly or Annual Fee	\$0
Discharge Fee	\$450

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Loan Limits

LOAN LIMITS (BRIDGING LOANS)			
METRO (SYD, MELB, BRIS)		OTHER METRO*	REGIONAL (ALL LOCATIONS)
MAX LOAN			
>75% to 80%	\$5,000,000	Exception	Exception
>70% to 75%	\$6,000,000	4,000,000	2,000,000
>65% to 70%	\$8,000,000	5,000,000	2,500,000
<65%	\$10,000,000+	6,000,000	3,000,000
MAX TERM			
>75% to 80%	12 mths	N/A	N/A
>70% to 75%	12 mths + 6 mth Ext	12 mths	12 mths
>65% to 70%	18 mths + 6 mth Ext	12 mths + 6mth Ext	12 mths + 6mth Ext
<65%	18 mths + 6 mth Ext	18 mths + 6 mth Ext	18 mths + 6 mth Ext

Note: High-density apartments (>10 stories) will attract an exception loading.

*Canberra, Adelaide, Perth and other city locations.

LOAN LIMITS (EQUITY RELEASE)			
METRO (SYD, MELB, BRIS)		OTHER METRO*	REGIONAL (ALL LOCATIONS)
MAX LOAN			
>75% to 80%	N/A	N/A	N/A
>70% to 75%	N/A	N/A	N/A
>65% to 70%	\$5,000,000	\$3,000,000	N/A
>55% to 65%	\$5,000,000	\$3,000,000	N/A
>50% to 55%	\$5,000,000	\$3,000,000	N/A
50% and below	\$5,000,000	\$3,000,000	\$2,000,000
MAX TERM			
>75% to 80%	N/A	N/A	N/A
>70% to 75%	N/A	N/A	N/A
>65% to 70%	24 Mths	24 Mths	N/A
>55% to 65%	24 Mths	24 Mths	N/A
>50% to 55%	24 Mths	24 Mths	N/A
50% and below	24 Mths	24 Mths	12 months

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Loadings

BRIDGING LOADINGS - FEATURE			
		NO END DEBT	END DEBT
LVR Loadings (Peak LVR)	> 50% to 55%	0.00%	0.00%
	> 55% to 60%	0.00%	0.00%
	> 60 to 65%	0.00%	0.00%
	> 65% to 70%	0.00%	0.00%
	> 70 to 75%	0.00%	0.00%
	> 75% to 80%	0.00%	0.00%
Jumbo Setup Fee Loading	>\$7.5m	0.20%	0.20%
Serviceability / Character	Complex Self Employed	Not Required	+Nil%
	Low / Alt Doc	Not Required	+Nil%
	Near Prime (minor impairment)	+Nil%	+Nil%
	Sub-Prime (impairment)	POA	POA
Security Location (Outgoing Security)	Metro (Syd, Melb & Bris)	+Nil%	+Nil%
	Inner city & Other Metro	+Nil%	+Nil%
	Regional	+Nil%	+Nil%

EXCEPTION LOADING: Where a credit exception is required an additional 1.00% loading will be added to the borrower rate.

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Bridge the gap.
Both sides of it.

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