

Lending Policy Guidelines

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Valuations – For any postcodes not listed, please discuss with your BDM.

Eligible Borrowers

- Individuals

Unacceptable Borrowers

- Foreign residents
- PEP
- Undischarged Bankrupts
- Trust Borrowers

Loan Parameters

Acceptable Loans

- Loans to purchase
- Renovations
- Refinance of both investment and owner occupied loans
- Debt consolidation

Unacceptable Loans

- Undischarged bankrupts
- Loans in arrears more than 90 days
- Defaults to other financial institutions
- Loans to payout Tax debts
- Development finance
- Any illegal purpose

Loan amounts

- Min loan \$50,000 for all products except discount variable \$200,000
- Max loan unlimited

LVR's

- 80% without LMI
- Purchases, Owner occupied and Investment, 95% plus LMI
- Refinances, Owner Occupied and investment, up to 95% inclusive of LMI

- Rural up to 67%
- Rural residential up to 100 acres
- Luxury dwellings up to 80%

Loan Terms

- 30 year term
- Max interest only term 3 years
- Max fixed term 3 years
- Rural zoning 25 years

Securities

Acceptable securities

- Residential houses
- Residential units
- Vacant land (restrictions apply)
- Rural property
- Rural residential
- Multiple dwellings on one title

Unacceptable securities

- Commercial properties
- Apartments
- Specialised securities ie hotels etc
- Company title
- Leasehold properties
- Student or aged care facilities

Acceptable Incomes

Income Guidelines

Salary and Wages: 100% used for calculations.

- A group certificate, or
- Personal Taxation return, or
- 2 consecutive payslips showing YTD earnings
- If on probation period we will be unable to consider application unless a signed letter from employer is supplied stating probation period has been finalised early or not applicable

Allowances: 100% used for calculations

- Evidence of receipt over a period must be shown (minimum 3 consecutive payments)

Boarding: 80% used for calculations

- Signed letter from boarder providing details of board paid, and
- Evidence of receipt over a period of 6 months

Bonus Income: 80% used for calculations

- 24 Month Bonus history, statement or payslips from employer required
- Average of 24 months will be taken, Average will be discounted by 20%

Commission Income: 80% used for calculations

- A group certificate, or
- Personal Taxation return, or
- 3 consecutive payslips showing YTD earnings
- Where 12 months tax figures are not available, commission should not be used unless the applicant can provide evidence of future receipt

Casual Income: 80% used for calculations (allows for holidays/sick days ect)

Minimum tenure: 6months

Child support: 100% used for calculations

- Letter from Child Support Agency showing due amount, plus
- Evidence of receipt over a period of time (minimum 3 consecutive payments)

Contract income: 100% income used for calculations

- Business Taxation return required
- Assess as for Self Employed Income

Centrelink Income: 100% used for calculations.

Centrelink Income Statement for most recent period required.

- Deduction statement may be required

Allow for changes in family payment amounts where a loan term is longer than the time it will take for dependent children to turn 16.

We may consider the following benefits.

- Single Parent Payment
- Aged Pension*
- Disability Support Pension
- Carers Payment
- Vet Affairs Pension
- Partnered Parent Pension
- Parenting Payment A + B

Overtime: 80% used for calculations

Discount by 20%. Where 12 months tax figures are not available, overtime and commission should not be used unless the applicant can provide evidence of future receipt.

- A group certificate, or
- Personal Taxation return, or
- Payslip showing YTD earnings, or
- 2 of the most recent consecutive payslips

Part time 2nd Job: 100% used for calculations

- A group certificate, or
- Personal Taxation return, or
- 3 consecutive payslips showing YTD earnings
- No minimum tenure but probation period must be completed/finalised

Penalty Rates: 80% used for calculations

- Assess as for General income
- Where 12 months tax figures are not available, penalty rates should not be used unless the applicant can provide evidence of future receipt.



Permanent Pensions: 100% used for calculations

- Centrelink Income statement to be supplied or
- A printout showing a minimum of 3 regular Direct Credits to a bank account

Rental Income

A total amount of 15% rental shading is to be applied.

For Tax return use Net Profit plus addbacks.

- Interest
- Depreciation

Assessment documents required:

- Valuer's opinion of rental/lease value, or
- Real estate agents written opinion, or
- Copy of lease agreement, or
- Profit & Loss Statement in Tax Return

Salary Packaging: Salary Package Benefits - Require documents from employer confirming benefit and cost from salary

Self Employed: 100% of net profit used for calculations.

- Minimum 2yrs Business & Personal Taxation Returns to be supplied
- Acceptable addbacks.
- Depreciation
- Interest expense
- Salary paid to owners (do not add back salary to employees)
- Lease rental
- Hire Purchase Expenses
- Other items paid to business owners (e.g. rental for premises owned by the business owner)

Super- Self-funded Retiree: 100% used for calculations

- A printout showing a minimum of 3 regular Direct Credits to a bank account
- Recent Super Statement

Workcare: 100% used for calculations.

- Will require evidence around period that individual will be receiving income

LMI Guidelines

Insurer Helia

- Maximum LVR 95% for O/O
- Maximum LVR 95% for Investment
- Maximum loan amount of \$5,000,000 to any one borrower
- If security is vacant land, land size must not exceed 2.2hectares & electricity must be connected
- If security is zoned rural/rural Residential, the property must not exceed 50hectares & not be income producing
- > 90% LVR requires 5% deposit funds
- The below are not acceptable as deposit funds;
 - > Gifts received from non-immediate family member
 - > Borrowed Funds
 - > Any funds that cannot be verified by Lender as being held in borrowers name at time of application.

Valuations – For any postcodes not listed, please discuss with your BDM.

| NSW | VIC | QLD | SA | WA |
|--|---|--|--|---|
| 2000, 2007-2011 2015-2050 2060-2077 2079-2090 2092-2097 2099-2108 2110-2122 2125-2128 2130-2138 2140-2148 2150-2168 2170-2174 2176-2177, 2179 2190-2200 2203-2214 2216-2234 2250-2251 2256-2265 2267, 2278 2280-2287 2289-2300 2302- 2307 2315-2330 2333-2338, 2340 2343, 2346, 2350 2352, 2358, 2360 2365, 2370, 2372 2380, 2420-2423 2425, 2427-2431 2439-2441 2443-2450 2452-2456, 2460 2462-2464, 2466 2470-2474 2477-2489 2500, 2502 2505-2506 2508, 2515-2519 2525-2530 2533-2541 2545-2546 2548-2551 2557-2560 2564-2567 2570-2583 2587, 2590, 2594 2611, 2619-2622 2627-2628, 2630 2640-2644 2646-2647 2650-2651, 2653 2660, 2663, 2666 2680, 2701, 2705 2710, 2713-2714 2720, 2731 2738-2739, 2745 2747-2750 2752-2754 2756, 2758-2763 2765-2770 2773-2780 2782-2787, 2790 2794-2795 2798-2800 2820-2821, 2830 2845, 2847-2848 2850, 2852, 2866 | 3000, 3002-3004 3006, 3008 3011-3013 3015-3016 3018-3034 3036-3044 3046-3049 3051-3061 3064-3068 3070-3076 3078-3079 3081-3085 3087-3090 3093-3096, 3099 3101-3109, 3111 3113-3116 3121-3156 3158-3163 3165-3175 3177-3202 3204-3207 3212-3220 3222-3228 3230-3233, 3241 3250, 3260, 3264 3268, 3272, 3280 3282, 3284, 3300 3304-3305, 3331 3335, 3337-3338 3340, 3342 3350-3352 3355-3357, 3363 3370, 3373, 3377 3380-3381, 3400 3427, 3429, 3431 3434-3435 3437-3438, 3440 3442, 3444 3450-3451, 3458 3460-3461, 3463 3465, 3478, 3496 3498, 3500, 3505 3515, 3523 3549-3551 3555-3556, 3561 3564, 3568, 3579 3585, 3608, 3612 3616, 3620-3621 3629-3631, 3636 3638, 3644 3658, 3660, 3666 3672, 3677-3678 3685, 3690-3691 3699, 3713-3714 3717, 3722-3723 3730, 3737, 3741 3747, 3750 3752-3754 3756-3758 3763-3766, 3770 3775, 3777 3781-3783, 3786 3788, 3791, 3793 3796-3797, 3799 3802-3810, 3812 3814-3816, 3818 3820-3821, 3823-3825 3840, 3842, 3844, 3847 3850-3851, 3858, 3860 3862, 3871, 3875, 3880 3888, 3892, 3898, 3904 3909-3913, 3915-3916 3918-3919, 3922 3925-3927 3929-3931, 3934 3936-3944, 3950, 3953, 3956, 3959-3960, 3971 3975-3978, 3980-3981 3984, 3995-3996 | 4000,4005-4007 4010-4014 4017-4022 4030-4032 4034-4037, 4051 4053-4055 4059-4061 4064-4070 4073-4078 4101-4125 4127-4133 4151-4161 4163-4165 4169-4174 4178-4179, 4183 4205, 4207-4218 4220-4221 4223-4228, 4270 4272, 4275 4280, 4285 4300-4301 4303-4306 4309-4313 4340-4344 4350, 4352 4355-4358 4361-4362 4370, 4380 4390, 4400-4401 4405, 4500-4512 4514-4521 4550-4570 4572-4573, 4575 4580, 4605-4606 4610, 4621, 4625 4650, 4655 4659-4660, 4670 4674, 4677 4700-4701, 4703 4710-4711, 4715 4737, 4740-4741 4750-4751 4753-4754, 4800 4802, 4810-4819 4849, 4852, 4861 4865, 4868-4873 4877-4885, 4898 | 5000, 5006-5025 5031-5035 5037-5052 5061-5070 5072-5076 5081-5098 5107-5110 5112-5118 5120-5121 5125-5127 5152-5155 5157-5159 5161-5174 5201, 5204 5210-5214 5223, 5235 5238, 5241-5242 5244-5245 5250-5256 5260, 5264, 5271 5275-5277, 5280 5290-5291 5330, 5333 5341, 5343 5345, 5351-5353 5355, 5372-5374 5412, 5453, 5461 5501-5502 5554, 5556, 5558 5571, 5573 5575-5576, 5581 5583, 5605-5607 5609, 5680, 5710 | 6000, 6003-6012 6014-6031 6034-6038, 6041 6044, 6050-6066 6069-6074 6076 - 6077 6081-6084 6100-6105 6107-6112 6121- 6125 6147-6160 6162-6164 6166-6176 6180, 6208-6211 6215, 6220, 6230 6232-6233 6236-6237, 6239 6255 6258, 6271, 6275 6280-6282 6284-6285, 6290 6302 6312, 6324, 6330 6333, 6348 6401, 6450 6503,6511 6514, 6516 6525, 6530, 6532 6536, 6556, 6560 6562, 6566 6725-6726 |
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