



**Better Choice**  
*Make a Better Choice*

**Making commercial  
lending easy**

28 August 2025



# Commercial Product & Policy Guide

Quick Product Comparison



## Quick Product Comparison

The table below outlines the key features for our entire Better Choice Commercial product range, including eligibility, loan purpose, maximum LVR and loan features. If you have any questions about the product information, please contact your dedicated Better Choice Relationship Manager.

|                            | Commercial Term Loan                                                                                                                                                                                                                                                                                                                                             | Commercial Alt Doc                                                                                                                                                                                                                                                                                                                                               | Commercial Lease Doc                                                                                                                                                                                                               | Commercial SMSF                                                                                                                                                                                                                    |
|----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Eligibility</b>         | Individuals, Partnerships, Corporate or Trust borrowers                                                                                                                                                                                                                                                                                                          | Individuals, Partnerships, Corporate or Trust borrowers                                                                                                                                                                                                                                                                                                          | Sole traders or individuals, a company with 5 or less directors, Discretionary or family trusts                                                                                                                                    | Corporate Trustee borrowers only                                                                                                                                                                                                   |
| <b>Loan Purpose</b>        | Purchase of a new business (new or established) - <ul style="list-style-type: none"> <li>Purchase of an acceptable security for: Own business occupation; or investment.</li> <li>Re-finance of an existing non-residential debt.</li> <li>Finance for small scale equipment or vehicles.</li> <li>Release equity for business or investment purpose.</li> </ul> | Purchase of a new business (new or established) - <ul style="list-style-type: none"> <li>Purchase of an acceptable security for: Own business occupation; or investment.</li> <li>Re-finance of an existing non-residential debt.</li> <li>Finance for small scale equipment or vehicles.</li> <li>Release equity for business or investment purpose.</li> </ul> | Purchase, Refinance & Cash Out                                                                                                                                                                                                     | Purchase or Refinance                                                                                                                                                                                                              |
| <b>Minimum Loan Amount</b> | \$100,000                                                                                                                                                                                                                                                                                                                                                        | \$100,000                                                                                                                                                                                                                                                                                                                                                        | \$100,000                                                                                                                                                                                                                          | \$100,000                                                                                                                                                                                                                          |
| <b>Maximum Loan Amount</b> | \$3,000,000 - 70% LVR (Cat 1) <sup>^</sup><br>\$2,500,000 - 75% LVR (Cat 1) <sup>^</sup><br>\$2,000,000 - 80% LVR (Cat 1) <sup>^</sup><br>\$2,000,000 - 75% LVR (Cat 2) <sup>*</sup><br>\$1,500,000 - 70% LVR (Cat 3) <sup>*</sup>                                                                                                                               | \$3,000,000 - 70% LVR (Cat 1) <sup>^</sup><br>\$2,500,000 - 75% LVR (Cat 1) <sup>^</sup><br>\$2,000,000 - 80% LVR (Cat 1) <sup>^</sup><br>\$2,000,000 - 75% LVR (Cat 2) <sup>*</sup><br>\$1,500,000 - 70% LVR (Cat 3) <sup>*</sup>                                                                                                                               | \$3,000,000 - 70% LVR (Cat 1) <sup>^</sup><br>\$2,500,000 - 75% LVR (Cat 1) <sup>^</sup><br>\$2,000,000 - 80% LVR (Cat 1) <sup>^</sup><br>\$2,000,000 - 75% LVR (Cat 2) <sup>*</sup><br>\$1,500,000 - 70% LVR (Cat 3) <sup>*</sup> | \$3,000,000 - 70% LVR (Cat 1) <sup>^</sup><br>\$2,500,000 - 75% LVR (Cat 1) <sup>^</sup><br>\$2,000,000 - 80% LVR (Cat 1) <sup>^</sup><br>\$2,000,000 - 75% LVR (Cat 2) <sup>*</sup><br>\$1,500,000 - 70% LVR (Cat 3) <sup>*</sup> |
| <b>Loan Term</b>           | 3 - 30 Years                                                                                                                                                                                                                                                                                                                                                     | 3 - 30 Years                                                                                                                                                                                                                                                                                                                                                     | 3 - 30 Years                                                                                                                                                                                                                       | 3 - 30 Years                                                                                                                                                                                                                       |
| <b>Maximum LVR</b>         | 80%                                                                                                                                                                                                                                                                                                                                                              | 80%                                                                                                                                                                                                                                                                                                                                                              | 80%                                                                                                                                                                                                                                | 80%                                                                                                                                                                                                                                |
| <b>Security Location</b>   | 80% LVR – Cat 1<br>75% LVR – Cat 2<br>70% LVR – Cat 3                                                                                                                                                                                                                                                                                                            | 80% LVR – Cat 1<br>75% LVR – Cat 2<br>70% LVR – Cat 3                                                                                                                                                                                                                                                                                                            | 80% LVR – Cat 1<br>75% LVR – Cat 2<br>70% LVR – Cat 3                                                                                                                                                                              | 80% LVR – Cat 1<br>75% LVR – Cat 2<br>70% LVR – Cat 3                                                                                                                                                                              |
| <b>Interest Only</b>       | 1-5 Years                                                                                                                                                                                                                                                                                                                                                        | 1-5 Years                                                                                                                                                                                                                                                                                                                                                        | 1-5 Years                                                                                                                                                                                                                          | 1-5 Years                                                                                                                                                                                                                          |
| <b>Cash Out</b>            | Yes                                                                                                                                                                                                                                                                                                                                                              | Yes                                                                                                                                                                                                                                                                                                                                                              | Yes                                                                                                                                                                                                                                | No                                                                                                                                                                                                                                 |
| <b>Commission</b>          | NO CLAWBACK                                                                                                                                                                                                                                                                                                                                                      | NO CLAWBACK                                                                                                                                                                                                                                                                                                                                                      | NO CLAWBACK                                                                                                                                                                                                                        | NO CLAWBACK                                                                                                                                                                                                                        |

\* in aggregate or one loan

<sup>^</sup> in aggregate or one loan

|                                                        | Commercial Term Loan                                                       | Commercial Alt Doc                                                                                                                                                                                                | Commercial Lease Doc                                                                                                                                                                                              | Commercial SMSF                                                                                                                                                                                                   |
|--------------------------------------------------------|----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Application Fee</b><br>(Based on total loan amount) | NIL – ≤60% LVR<br>0.50% – ≤70% LVR<br>0.60% – ≤75% LVR<br>0.70% – ≤80% LVR | <del>                         NIL – ≤60% LVR<br/>                         0.50% – ≤70% LVR<br/>                         0.60% – ≤75% LVR<br/>                         0.70% – ≤80% LVR                     </del> | <del>                         NIL – ≤60% LVR<br/>                         0.50% – ≤70% LVR<br/>                         0.60% – ≤75% LVR<br/>                         0.70% – ≤80% LVR                     </del> | <del>                         NIL – ≤60% LVR<br/>                         0.50% – ≤70% LVR<br/>                         0.60% – ≤75% LVR<br/>                         0.70% – ≤80% LVR                     </del> |
| <b>Valuation Fee</b>                                   | At Cost<br>Payable at conditional approval                                 | At Cost<br>Payable at conditional approval                                                                                                                                                                        | At Cost<br>Payable at conditional approval                                                                                                                                                                        | At Cost<br>Payable at conditional approval                                                                                                                                                                        |
| <b>Legal Fees</b>                                      | From \$770 *                                                               | From \$770 *                                                                                                                                                                                                      | From \$770 *                                                                                                                                                                                                      | From \$770 *                                                                                                                                                                                                      |
| <b>Settlement Fee</b>                                  | Nil                                                                        | Nil                                                                                                                                                                                                               | Nil                                                                                                                                                                                                               | Nil                                                                                                                                                                                                               |
| <b>Monthly Fee</b>                                     | Nil                                                                        | Nil                                                                                                                                                                                                               | Nil                                                                                                                                                                                                               | Nil                                                                                                                                                                                                               |
| <b>Annual Fee</b>                                      | \$395                                                                      | \$395                                                                                                                                                                                                             | \$395                                                                                                                                                                                                             | \$395                                                                                                                                                                                                             |
| <b>Document Handling Fee</b>                           | \$25                                                                       | \$25                                                                                                                                                                                                              | \$25                                                                                                                                                                                                              | \$25                                                                                                                                                                                                              |
| <b>Early Repayment Fee</b>                             | 1.50% if discharged within 3 years<br>(based on original amount)           | 1.50% if discharged within 3 years<br>(based on original amount)                                                                                                                                                  | 1.50% if discharged within 3 years<br>(based on original amount)                                                                                                                                                  | 1.50% if discharged within 3 years<br>(based on original amount)                                                                                                                                                  |

**\*Waived application fee special extended for a limited time on loans submitted before 30 September 2025 and settled before 30 November 2025.**

\* Excludes disbursements & other charges

Fees displayed are starting from and are provided as an indication only. Fees shown exclude Government Searches, Legal disbursements, Document Custodian and other Fees, Stamp Duties and Solicitor Outlays. The fees shown are indicative, additional fees may be applicable including for more complex loans. Information is for broker use only and not intended for consumer advertising purposes. Information is correct at time of publishing and is subject to change. All fees include GST.

## Income Verification Requirements & Supporting Documents

| Commercial Term Loan (Property Secured)                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|-----------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>PAYG</b>                                                                                   | <ul style="list-style-type: none"> <li>Two (2) of the three (3) most recent computer-generated payslips (showing as a minimum the applicants name, employer's name and ABN and year to date earnings) and</li> <li>Latest personal tax return with ATO notice</li> <li>Other statements as per commercial supporting document checklist as required</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Self Employed</b>                                                                          | <ul style="list-style-type: none"> <li>Last two (2) years business/ company tax returns &amp; financial Statements with the most recent no older than 18 months old.</li> <li>Latest personal tax return with ATO notice for all directors / guarantors.</li> <li>Six (6) months ATO lodged BAS</li> <li>Where a Trust is involved as a borrower or as a guarantor - a Trust Deed (or certified copy) that is signed, dated and stamped together with copies of all Deeds of Variation to the Trust Deed (e.g. appointments of new trustees).</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Commercial Alt Doc                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>Self Employed</b>                                                                          | <ul style="list-style-type: none"> <li>Minimum twelve (12) month ABN registration (GST registered if applicable)</li> <li>Fully completed Gold Commercial Alt Doc Declaration of Financial status Form</li> <li>PLUS one of the following                             <ul style="list-style-type: none"> <li>Six (6) months ATO lodged BAS</li> <li>Six (6) months business banking statements</li> <li>Gold Commercial Accountants Declaration Form (provided the Accountant has acted for the applicant/s for 12 months or greater)</li> </ul> </li> <li>Other statements as per commercial supporting document checklist as required</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Commercial Lease Doc                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>INCOME</b>                                                                                 | <ul style="list-style-type: none"> <li>Satisfactory lease agreement for the proposed security property in a registrable format.                             <ul style="list-style-type: none"> <li>Lease must have at least 24 months remaining.</li> <li>Lease must be at arm's length to a third party.</li> </ul> </li> <li>Where the property will not be tenanted until after settlement, a copy of the fully executed lease and evidence of the bond being paid is required prior to settlement.</li> <li>A draft lease will be acceptable prior to formal approval.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Note: No payslips, tax returns / financials or bank statements are required for this product. |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Commercial SMSF                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>PAYG</b>                                                                                   | <ul style="list-style-type: none"> <li>2 most recent payslips showing superannuation contributions</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Self Employed</b>                                                                          | <ul style="list-style-type: none"> <li>Last two (2) years business/ company tax returns &amp; financial Statements with the most recent no older than 18 months old for the members main trading entity</li> <li>Latest personal tax return and ATO notice for all directors / guarantors / members.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>PAYG</b>                                                                                   | <ul style="list-style-type: none"> <li>Last two (2) years bank account statements, or current industry or retail fund statements to be rolled over, evidencing member contributions and cash / investments.</li> <li>Two (2) years tax returns and full financial accounts for the SMSF if available (incl. Certificates of registration for the Trust and Bare trust deed)</li> <li>Full financial position of all guarantor's must be verified, including obtaining a full statement of assets &amp; liabilities, and evidence of income as follows:                             <ul style="list-style-type: none"> <li>Copy of current or proposed lease for property.</li> <li>Proof of SMSF's investments that are interest/dividend earning. Ownership by the SMSF must be verified via referencing actual share certificates, holding statements or financial statements confirming funds to complete.</li> <li>Proof of expenses for SMSF – if new, letter estimating costs from an accountant or financial planner.</li> <li>Certified copies of the SMSF &amp; Property trust deeds</li> <li>Statutory declaration from all SMSF beneficiaries that the SMSF is a compliant SMSF under the SIS Act requirements, prior to loan settlement.</li> </ul> </li> </ul>                                                                                                                                              |
| <b>Easy Refinance</b>                                                                         | <p>Loan tenure and repayment behaviour are key determinants when assessing well established SMSF refinance applications. As a result a reduced set of auxiliary documentation will be accepted for all SMSF refinance applications from ADI's and tier one nonbank lenders with a minimum of 12 months tenure and good repayment behaviour</p> <p>A well established SMSF easy refinance application must meet the below eligibility criteria.</p> <ul style="list-style-type: none"> <li>Loan was settled over 12 months ago with clean repayment conduct on this loan</li> <li>Credit Report for borrower, Guarantors and any associated entity to be clean with nothing adverse evident</li> <li>Security currently tenanted and has been rented for 9 out of the last 12 months</li> <li>Satisfactory benefit to borrower with a lower interest rate and new P&amp;I repayments must be lower than the existing P&amp;I repayments</li> <li>LVR must be less than or equal to 80%</li> </ul> <p>If all the above criteria is met, then a full servicing assessment is not required to be undertaken. Rental income for well-established SMSF refinance applications must be supported with a minimum of 12 months CMA bank account statements along with current rental statement and/or Rental Lease Agreement. Refer to Easy Refinance Checklist for Eligibility Criteria and required Verification Documents.</p> |

# Commercial Product & Policy Guide

## Key Product Information



### Commercial Term Loan (Property Secured) & Alt Doc Loan

#### Acceptable Applicants

- Any sole trader or individual person
- Joint debtors, where all debtors will receive a direct benefit under the facility
- A partnership (limited or otherwise)
- A company
- An individual or company as trustee for a trust
- Incorporated and unincorporated associations

#### Unacceptable Applicants (but not limited to)

- Property Developers

#### Acceptable Purposes

- Purchase of a new business (new or established);
- Purchase of an acceptable security for:
- Own business occupation or investment.
- Re-finance of an existing non-residential debt; or,
- Finance for small scale equipment or vehicles.
- Release equity for business or investment purposes

#### Acceptable Security

##### Standard Residential Property

- Dwellings described as a house, townhouse, villa, home unit or duplex

Properties must have the following features:

- Power connected
- Direct vehicular access
- Dwellings having at least 50 square metres of living space

##### Rural and Rural-Residential Property

Real estate for residential purposes where the land size is greater than 2.2 hectares.

Rural-residential – land size of over 2.2 hectares but less than 10 hectares

To be acceptable security these properties must:

- Have roads and services (ie. power, water) connected;
- Not be income-producing;
- Primary purpose of the property is for use as a residence by the owner or tenant;
- Have a ready sales market for property as "residential" with evidence obtained within the property valuation

##### Standard Commercial Property

- Retail premises - for example shops, shopping centres;
- Offices including professional suites; or
- Industrial premises - for example warehouses, garages, industrial sheds.

##### Specialised / Non Standard Property

May be considered on a case-by-case basis. Please contact your Better Choice BDM for more information.

#### Unacceptable Security

- Specialised non-standard security
- Vacant Land
- Development sites / construction
- Dwellings with less than 50 square metres of living space (including balconies)
- Strata-title hotel, motel or resort rooms that

cannot be occupied on a permanent basis

- Student Accommodation
- Caravan parks
- Childcare centres
- Hotels
- Hostels / backpackers
- Retirement Villages
- Flood affected properties.
- Service stations.

#### Cash Out

A Statutory Declaration is required on purpose/usage if cash out is > \$250,000.00, up to max 75% Full Doc and max 70% Alt Doc

#### Serviceability

Assessed under the Debt Service Coverage Ratio method. Servicing capacity will adopt stressed rate of 2.00% above the current commercial variable rate at the time of assessment. Existing debts must also be assessed using a 25.00% loading. Debt service cover must be 1.15x (Net Operating Income / Total Loan Repayments).

#### Commercial SMSF Loan

BNK Commercial SMSF Facility is available to PAYG and Self-Employed applicants looking to invest in acceptable commercial property through their Self-Managed Superannuation Fund.

#### Acceptable Purposes

Purchase or refinancing of an acceptable standard commercial property including but not limited to:

Shop fronts, Offices, Industrial Units, Factories, Warehouses, Mixed Residential & commercial use, Medical / Professional Suites.

#### Unacceptable Purposes

- Cash out / Equity Release
- Acquisition of Investment assets outside real property.

#### Applicants

##### SMSF Trustee – Borrower

- The SMSF trustee must be a corporate trustee (where all beneficiaries must be directors of the trustee company), on behalf of a SMSF.

##### Property Trustee – Mortgagor

- The property trustee must be a corporate trustee (and must be a different company to the SMSF company trustee).
- The property trustee can be another company owned or controlled by a member of the SMSF, but not an individual member of the SMSF.

##### Personal Guarantees from all SMSF beneficiaries

- All directors and shareholders and beneficiaries are required to provide unconditional joint and several guarantees. This is in addition to the standard requirements for trust borrowers.

#### Acceptable Security

The following security types are acceptable for commercial SMSF loans:

Shop fronts, Offices, Industrial Units, Factories, Warehouses, Mixed Residential & Commercial Use, Medical / Professional Suites. Note:

- All security properties must be multi-use
- Specialised security is not acceptable
- Registered first mortgage only (no second mortgages)

#### Minimum Fund Balance

The SMSF must have a minimum Net tangible asset position of \$100,000 at application.

#### Liquidity

On completion of the transaction the SMSF must be able to demonstrate it will still hold a minimum of 5% of the total debts held in the superfund in liquid assets. (i.e. cash / interest / dividend earning assets).

#### Rental Income Documentation

Rental income sourced from private arrangements must be supported with 6 months bank statements and the current years tax return. To evidence and verify commercial property rental income the following documents can be used:

- Minimum 12 months Rental Statements
- 6 Months Bank Statements
- Commercial Lease

#### Existing Established SMSF

For an existing SMSF that has been established for a period longer than 12 months and has accountant prepared financial statements then the actual expenses as detailed in the financial statements for the latest financial year are to be used excluding discretionary expenses. Running costs associated with the property (eg: building insurance, tenant insurance, capital works, depreciation and life insurance premiums) are not costs associated with running the SMSF.

#### Newly Established SMSF

For newly established SMSF's a letter from the client accountant or financial planner advising of the estimated annual running expenses is to be obtained and used for servicing. The higher of either the accountant or financial planner letter or \$2,000 is to be used.

#### Easy Refinance

Loan tenure and repayment behaviour are key determinants when assessing well established SMSF refinance applications. As a result a reduced set of auxiliary documentation will be accepted for all SMSF refinance applications from ADI's and tier one nonbank lenders with a minimum of 12 months tenure and good repayment behaviour

A well-established SMSF easy refinance application must meet the below eligibility criteria.

1. Loan was settled over 12 months ago with clean repayment conduct on this loan
2. Credit Report for borrower, Guarantors

and any associated entity to be clean with nothing adverse evident

3. Security currently tenanted and has been rented for 9 out of the last 12 months
4. Satisfactory benefit to borrower with a lower interest rate and new P&I repayments must be lower than the existing P&I repayments
5. LVR must be less than or equal to 80%

If all the above criteria is met, then a full servicing assessment is not required to be undertaken.

Rental income for well-established SMSF refinance applications must be supported with a minimum of 12 months CMA bank account statements along with current rental statement and/or Rental Lease Agreement. Refer to Easy Refinance Checklist for Eligibility Criteria and required Verification Documents.

### Commercial Lease Doc Facility

#### Acceptable Applicants

The Commercial Lease Doc Facility is designed for investors with commercial income producing properties. The lease doc product provides flexibility with a variable rate facility relying on a third party lease to service the debt.

The following structures are only acceptable for this product;

- Sole traders or individuals
- A company with 5 or less directors
- Discretionary or family trusts

#### Unacceptable Applicants (but not limited to)

- Property Developers

#### Acceptable Purposes

- Purchases
- Refinances
- Cash out up to 25% of the total loan amount

#### Unacceptable Purposes

- Gambling
- Money laundering
- Any illegal activity
- Property Development

#### Rental Income

Rental Income where property is leased to a 3rd party rental income will be assessed at 80% of the gross rental where outgoings are paid by the owner.

100% of rental income can be included where outgoings are paid by the tenant.

#### Debt Servicing

Debt Servicing is based on the interest cover ratio method. The minimum interest cover ratio is 1.50 X. Assessment is calculated at the actual interest rate for the facility.

#### Early Repayment Fee

1.50% if discharged within 3 years based upon original loan amount. This fee will be reduced to the extent it exceeds an amount equal to interest to the end of the loan term.

## GET IN TOUCH TODAY

Our team are on hand to help you get the deal done.

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National Commercial Manager

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