



Product & Policy Guide

Residential Loans

Prime Full Doc
Prime Alt Doc Loans
Jumbo Loans
Specialist Loans

Commercial Loans

WITH NO APP FEE

Term Loans
Lease Doc Loans
Alt Doc Loans

SMSF Loans

Residential
Commercial

SPRING SPECIAL

Offer is available until 30 November 2025 so take advantage now give your customers a fresh start this spring.

ULTIMATE ALT DOC

5.95%
p.a.

Prime Alt Doc O/O P&I

ULTIMATE SMSF

6.30%
p.a.

SMSF Investment P&I

Terms and conditions, fees and charges apply. Information is correct as at 25 November 2025 and is subject to change or removal at any time. New rates available until 4 January 2026. Information is for broker use only and not intended for consumer advertising purposes. All applications are subject to specific lending criteria. Better Choice Home Loans Pty Ltd & Better Choice Commercial (a division of Better Choice Home Loans Pty Ltd) ABN 79 095 728 868 Australian Credit Licence Number 378333

Ultimate Range

Prime Alt Doc

Our Ultimate Home Loan range is designed to give customers maximum flexibility, competitive pricing, and valuable extras to help them achieve their property goals faster. Whether you're a first home buyer, investor, or refinancing, the Ultimate range offers smart features tailored to your needs.

	Prime Alt Doc							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 50%	5.95%	6.02%	6.32%	6.39%	6.25%	6.32%	6.40%	6.47%
LVR ≤ 55%	6.10%	6.17%	6.34%	6.41%	6.35%	6.42%	6.50%	6.57%
LVR ≤ 60%	6.10%	6.17%	6.37%	6.44%	6.35%	6.42%	6.50%	6.57%
LVR ≤ 65%	6.10%	6.17%	6.37%	6.44%	6.35%	6.42%	6.50%	6.57%
LVR ≤ 70%	6.10%	6.17%	6.37%	6.44%	6.35%	6.42%	6.50%	6.57%
LVR ≤ 75%	6.20%	6.27%	6.49%	6.56%	6.45%	6.52%	6.60%	6.67%
LVR ≤ 80%	6.25%	6.32%	6.54%	6.61%	6.50%	6.57%	6.65%	6.72%
LVR ≤ 85%	7.09%	7.16%	7.38%	7.46%	7.24%	7.32%	7.39%	7.47%

	Prime Alt Doc JUMBO							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 50%	6.20%	6.27%	6.20%	6.27%	6.39%	6.46%	6.49%	6.56%
LVR ≤ 55%	6.20%	6.27%	6.20%	6.27%	6.39%	6.46%	6.49%	6.56%
LVR ≤ 60%	6.20%	6.27%	6.20%	6.27%	6.39%	6.46%	6.49%	6.56%
LVR ≤ 65%	6.20%	6.27%	6.20%	6.27%	6.39%	6.46%	6.49%	6.56%
LVR ≤ 70%	6.39%	6.46%	6.59%	6.66%	6.59%	6.66%	6.89%	6.96%

Fees Summary

	Fees
Application Fee	-
Valuation Fees From	At Cost
Solicitors Fees *	\$330
Settlement Fee	\$395
Risk Fee	See Risk Fee table
Annual Fee	-
Documentation Fee	\$25

* Excluding legal disbursements and other charges

Loadings

	Prime Alt Doc	JUMBO
< \$2.5m	-	-
< \$3.0m	-	-
≥ \$3.0m	0.50%	-

Risk Fees

	Prime Alt Doc	JUMBO
LVR ≤ 65%	-	-
LVR ≤ 70%	-	-
LVR ≤ 75%	-	-
LVR ≤ 80%	-	-
LVR ≤ 85%	1%	-

RATE REDUCTION

We have reduced
**ALL Ultimate Prime
Alt Doc range.**

Rates from

5.95%.

Prime Alt Doc O/O P&I

Offer is available until 4 January 2026 so take advantage now give your customers a fresh start.

Maximum Amounts

	Postcodes	Prime Alt Doc	Jumbo Alt Doc
LVR ≤ 65%	Category 1	\$7.00m (Multi-security) \$2.50m (Single security)	\$2.50m to \$5.00m (Single security)
	Category 2	\$1.50m	-
	Category 3	\$1.00m	-
LVR ≤ 70%	Category 1	\$3.50m (Multi-security) \$2.50m (Single security)	\$2.50m to \$5.00m (Single security)
	Category 2	\$1.50m	-
	Category 3	\$500k	-
LVR ≤ 75%	Category 1	\$3.00m (Multi-security) \$2.25m (Single security)	-
	Category 2	\$1.25m	-
	Category 3	\$500k	-
LVR ≤ 80%	Category 1	\$2.50m (Multi-security) \$2.00m (Single security)	-
	Category 2	\$1.00m	-
	Category 3	-	-
LVR ≤ 85%	Category 1	\$2.50m (Multi-security) \$2.00m (Single security)	-
	Category 2	\$750k	-
	Category 3	-	-

Ultimate Range

Specialist & Specialist Plus

Our Ultimate Home Loan range is designed to give customers maximum flexibility, competitive pricing, and valuable extras to help them achieve their property goals faster. Whether you're a first home buyer, investor, or refinancing, the Ultimate range offers smart features tailored to your needs.

	Specialist Full Doc							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 65%	6.54%	6.61%	6.74%	6.81%	6.74%	6.81%	6.94%	7.01%
LVR ≤ 70%	6.59%	6.66%	6.79%	6.86%	6.79%	6.86%	6.99%	7.06%
LVR ≤ 75%	6.79%	6.86%	6.99%	7.06%	6.99%	7.06%	7.19%	7.26%
LVR ≤ 80%	6.85%	6.92%	7.05%	7.12%	7.05%	7.12%	7.25%	7.33%
LVR ≤ 85%	7.65%	7.73%	-	-	7.85%	7.93%	8.05%	8.13%

	Specialist Plus Full Doc							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 65%	7.64%	7.72%	7.84%	7.92%	7.84%	7.92%	8.04%	8.12%
LVR ≤ 70%	7.74%	7.82%	7.94%	8.02%	7.94%	8.02%	8.14%	8.22%
LVR ≤ 75%	8.09%	8.17%	8.29%	8.37%	8.29%	8.37%	8.49%	8.57%
LVR ≤ 80%	8.59%	8.67%	8.79%	8.87%	8.79%	8.87%	8.99%	9.07%
LVR ≤ 85%	9.10%	9.18%	-	-	9.30%	9.38%	9.50%	9.58%

Fees Summary

	Fees
Application Fee	-
Valuation Fees From	At Cost
Solicitors Fees *	\$330
Settlement Fee	\$395
Risk Fee	See Risk Fee table
Annual Fee	-
Documentation Fee	\$25

* Excluding legal disbursements and other charges

Risk Fees

	Specialist Full Doc	Specialist Alt Doc	Specialist Plus Full Doc	Specialist Plus Alt Doc
LVR ≤ 65%	-	-	-	-
LVR ≤ 70%	-	-	-	-
LVR ≤ 75%	0.50%	0.75%	0.75%	1.00%
LVR ≤ 80%	0.75%	0.90%	1.00%	1.25%
LVR ≤ 85%	1.00%	1.25%	1.25%	1.50%

	Specialist Alt Doc							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 65%	6.84%	6.91%	7.04%	7.11%	7.04%	7.11%	7.24%	7.32%
LVR ≤ 70%	6.94%	7.01%	7.14%	7.21%	7.14%	7.21%	7.34%	7.42%
LVR ≤ 75%	7.14%	7.21%	7.34%	7.42%	7.34%	7.42%	7.54%	7.62%
LVR ≤ 80%	7.59%	7.67%	7.79%	7.87%	7.79%	7.87%	7.99%	8.07%
LVR ≤ 85%	8.19%	8.27%	-	-	8.39%	8.47%	8.59%	8.67%

	Specialist Plus Alt Doc							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 65%	8.14%	8.22%	8.34%	8.42%	8.34%	8.42%	8.54%	8.62%
LVR ≤ 70%	8.24%	8.32%	8.44%	8.52%	8.44%	8.52%	8.64%	8.72%
LVR ≤ 75%	9.04%	9.12%	9.24%	9.32%	9.24%	9.32%	9.44%	9.52%
LVR ≤ 80%	9.44%	9.52%	9.64%	9.72%	9.64%	9.72%	9.84%	9.93%
LVR ≤ 85%	10.04%	10.13%	-	-	10.24%	10.33%	10.44%	10.53%

Maximum Loan Amounts

	Postcodes	Specialist	Specialist Plus
	Category 1	Category 2	Category 3
LVR ≤ 65%	Category 1	\$2.50m	\$2.00m
	Category 2	\$1.50m	\$1.25m
	Category 3	\$750k	\$750k
LVR ≤ 70%	Category 1	\$2.50m	\$2.00m
	Category 2	\$1.50m	\$1.25m
	Category 3	\$500k	\$500k
LVR ≤ 75%	Category 1	\$2.00m	\$1.50m
	Category 2	\$1.25m	\$1.00m
	Category 3	\$500k	\$500k
LVR ≤ 80%	Category 1	\$1.25m	\$1.00m
	Category 2	\$1.00m	\$750k
	Category 3	-	-
LVR ≤ 85%	Category 1	\$1.00m	\$750k
	Category 2	\$750k	\$500k
	Category 3	-	-

Key Features

	Prime Alt Doc & Jumbo	Specialist Full & Alt Doc	Specialist Plus Full & Alt Doc
Maximum Loan Size*	Prime Alt Doc: \$2,500,000 (single security) \$7,000,000 (Multiple securities) Prime Alt Doc Jumbo: \$5,000,000 (single security)	\$2,500,000	\$2,000,000
Cash Out	<ul style="list-style-type: none"> Unlimited Cash Out to 80% LVR Business Purposes acceptable Statutory Declaration required on purpose/usage if cash out is greater than \$250,000 NB: Repayment of Tax Debt and refinance / consolidation of Private / Solicitor loans are an unacceptable purpose.	<ul style="list-style-type: none"> Unlimited Cash Out to 85% LVR Business Purposes (incl. Tax debts) Any worthwhile purpose considered Statutory Declaration required on purpose/usage if cash out is greater than \$250,000 NB: Repayment of Private / Solicitor loans are an acceptable purpose (repayment history must be evident), but cash out is limited to \$20,000.	<ul style="list-style-type: none"> Unlimited Cash Out to 85% LVR Business Purposes (incl. Tax debts) Any worthwhile purpose considered Statutory Declaration required on purpose/usage if cash out is greater than \$250,000 NB: Repayment of Private / Solicitor loans are an acceptable purpose (repayment history must be evident), but cash out is limited to \$20,000.
Maximum LVR	<ul style="list-style-type: none"> Prime Alt Doc: 85% LVR Prime Alt Doc Jumbo: 70% LVR 70% LVR High Density (>50 units in a complex) 	85% LVR <ul style="list-style-type: none"> 70% LVR High Density (>50 units in a complex) 75% LVR Centrelink Income 80% LVR Owner Occupied (Interest Only) 	85% LVR <ul style="list-style-type: none"> 70% LVR High Density (>50 units in a complex) 75% LVR Centrelink Income 80% LVR Owner Occupied (Interest Only)

*Pricing may vary based upon loan amounts and LVR tiers.

	Prime Alt Doc (incl. JUMBO)	Specialist Full Doc	Specialist Alt Doc	Specialist Plus Full Doc	Specialist Plus Alt Doc
Repayment Options	Weekly, Fortnightly, Monthly	Weekly, Fortnightly, Monthly	Weekly, Fortnightly, Monthly	Weekly, Fortnightly, Monthly	Weekly, Fortnightly, Monthly
Jumbo Loans (up to \$5M)	✓	-	-	-	-
Redraw	✓	✓	✓	✓	✓
Offset Available	✓	✓	✓	✓	✓
Split Loan	✓	✓	✓	✓	✓
Internet Banking	✓	✓	✓	✓	✓
Direct Debits	✓	✓	✓	✓	✓
Direct Credits*	✓	✓	✓	✓	✓

Please note: Better Choice offset sub-accounts do not have access by cards. Please ensure borrowers are informed of this and the product suits the borrower's needs. Access to funds in the offset will be available using electronic means only through secure Internet banking or by requesting Better Choice to transfer funds (fees may apply for manual transfer requests. Please refer borrowers to their loan contract for applicable fees).

*Subject to conditions - please see Loan Features (page 7)

	Prime Alt Doc & Jumbo	Specialist Full & Alt Doc	Specialist Plus Full & Alt Doc
Loan Purpose	<ul style="list-style-type: none"> Owner Occupied & Investment Purchase or Refinance Debt Consolidation Cash Out Business Purposes Accepted 	<ul style="list-style-type: none"> Owner Occupied & Investment Purchase or Refinance Debt Consolidation Cash Out Business Purposes Accepted Tax Debt 	<ul style="list-style-type: none"> Owner Occupied & Investment Purchase or Refinance Debt Consolidation Cash Out Business Purposes Accepted Tax Debt
Minimum Loan Size	\$50,000	\$50,000	\$50,000
Debt Consolidation	Unlimited	Unlimited	Unlimited
Applicant Type	Self Employed (At least one applicant must be self-employed)	PAYG and Self Employed (At least one applicant must be self-employed for Alt Doc)	PAYG and Self Employed (At least one applicant must be self-employed for Alt Doc)
Credit History	Clear	<ul style="list-style-type: none"> Unlimited defaults, judgements, or writs from 1 event listed (<\$2000, > 1 year paid, > 2 years unpaid are disregarded) Bankruptcy (Part IX & Part X) Discharged - > 12 months Mortgage Arrears - 1 event 	<ul style="list-style-type: none"> Unlimited defaults, judgements, or writs from more than 1 credit event listed (<\$2000, > 1 year paid, > 2 years unpaid are disregarded) Bankruptcy (Part IX & Part X) Discharged - current or < 12 months Mortgage Arrears - unlimited more than 1 event
Income Documentation (SELF EMPLOYED)	Declaration of Financial Status and any one of the following; <ul style="list-style-type: none"> Accountant's verification (provided the Accountant has acted for the applicant(s) for 12 months or greater) 6 months BAS Statements (annualised) OR 3 months business bank statements (main transactional account) issued within the last 30 days 	Full Doc: Last 1 year Full Business/ Company & Personal Tax returns with ATO notice and 6 months BAS statements Alt Doc: Declaration of Financial Status and any one of the following; <ul style="list-style-type: none"> Accountant's verification (provided the Accountant has acted for the applicant(s) for 12 months or greater) 6 months BAS Statements (annualised) OR 3 months business bank statements (main transactional account) issued within the last 30 days 	Full Doc: Last 1 year Full Business/ Company & Personal Tax returns with ATO notice and 6 months BAS statements Alt Doc: Declaration of Financial Status and any one of the following; <ul style="list-style-type: none"> 3 months BAS Statements (annualised) OR 3 months business bank statements (main transactional account) issued within the last 30 days
Income Documentation (PAYG) <i>Applicable for PAYG joint/ co-borrower</i>	<ul style="list-style-type: none"> 2 of the most recent computer generated payslips (including the applicants & employers name, ABN and year to date income) Copy of the most recent year to date Income statement 	<ul style="list-style-type: none"> 2 of the most recent computer generated payslips (including the applicants & employers name, ABN and year to date income) Copy of the most recent year to date Income statement 	<ul style="list-style-type: none"> 2 of the most recent computer generated payslips (including the applicants & employers name, ABN and year to date income) Copy of the most recent year to date Income statement
Self Employed Period	24 months	24 months (Full Doc) / 12 Months (Alt Doc)	12 months (Full Doc) / 3 Months (Alt Doc)
ABN Registration	24 months (must be in name of applicant or associated entity linked to applicant)	24 months (Full Doc) / 12 Months (Alt Doc)	12 months (Full Doc) / 3 Months (Alt Doc)
GST Registration	12 months (if required)	12 months (if required)	6 months (Full Doc) / 3 Months (Alt Doc)

Gold Home Range Variable Interest Rates

Our Gold Home Loan range is built for customers who want great value and simplicity without compromising on flexibility. Designed with competitive rates and practical features, the Gold range makes home ownership and investment straightforward and rewarding.

	Gold Basic Variable (No offset)							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 70%	5.30%	5.36%	-	-	5.50%	5.79%	5.65%	5.94%
LVR ≤ 80%	5.35%	5.41%	-	-	5.55%	5.57%	5.70%	5.72%

	Gold Standard Variable (100% offset)							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 70%	5.40%	5.46%	-	-	5.60%	5.89%	5.75%	6.04%
LVR ≤ 80%	5.45%	5.51%	-	-	5.65%	5.94%	5.80%	6.08%
LVR ≤ 90%	7.22%	7.29%	-	-	7.27%	7.54%	7.57%	7.84%
LVR ≤ 95%	7.64%	7.71%	-	-	-	-	-	-

*All loans above 80% will include LMI and LVR is inclusive of LMI.

Fees Summary

	Fees
Application Fee	\$295 Waived for O/O
Valuation Fees From	At Cost Up to \$275 (incl. GST) refunded on settlement for O/O
Solicitors Fees *	\$330 Waived for O/O
Settlement Fee	-
Risk Fee	-
Annual Fee	\$299 (Investment Only)
Monthly Fee	-
Documentation Fee	\$25
Discharge Fee	\$350

*Excluding Corporate, Companies & Trustees, other legal disbursements and charges

Key Features

	Features
Loan Purpose	<ul style="list-style-type: none"> Owner Occupied & Investment Purchase or Refinances Debt Consolidation Equity Release
Maximum Loan Size*	\$2,000,000
Minimum Loan Size*	\$100,000
Max Loan Term	30 Years
Interest Only	Up to 5 Years
Income Documentation (SELF EMPLOYED)	Accepting most recent 1 year business/company tax return and financials + 2 most recent BAS. (24 month ABN registration required)
Construction	Not available

*Pricing may vary based upon loan amounts and LVR tiers.

Maximum Amounts

	Postcodes	Gold Basic Loan		Gold Standard Loan	
LVR ≤ 70%	Category 1	\$2.00m	\$2.00m	\$2.00m	\$2.00m
	Category 2	\$1.25m	\$1.25m	\$1.25m	\$1.25m
	Category 3	\$1.00m	\$1.00m	\$1.00m	\$1.00m
LVR ≤ 75%	Category 1	\$2.00m	\$2.00m	\$2.00m	\$2.00m
	Category 2	\$1.25m	\$1.25m	\$1.25m	\$1.25m
	Category 3	\$1.00m	\$1.00m	\$1.00m	\$1.00m
LVR ≤ 80%	Category 1	\$2.00m	\$2.00m	\$2.00m	\$2.00m
	Category 2	\$1.25m	\$1.25m	\$1.25m	\$1.25m
	Category 3	\$1.00m	\$1.00m	\$1.00m	\$1.00m
LVR ≤ 85%	Category 1	-	-	\$1.50m	\$1.30m
	Category 2	\$1.00m	-	-	-
	Category 3	\$750k	-	-	-
LVR ≤ 90%	Category 1	-	-	\$1.50m	\$1.30m
	Category 2	\$1.00m	-	-	-
	Category 3	\$750k	-	-	-
LVR ≤ 95%	Category 1	-	-	\$1.15m	-
	Category 2	\$750k	-	-	-
	Category 3	\$500k	-	-	-

Interest rates and product features are current at the date of publication and may change from time to time. For distribution to Better Choice Home Loan Accredited Introducers only. Not to be distributed to borrowers. All loan applications are subject to ending criteria and lending policy which may be amended from time to time without notice. Fees, charges and conditions apply.

Commercial Range Interest Rates

Our Commercial Loan range is designed to empower business owners and investors with tailored funding solutions that support growth, expansion, and long-term success. Whether you're purchasing premises, refinancing existing debt, or investing in commercial property, Better Choice provides flexible structures to suit your strategy.

	Lease Doc Loan		Alt Doc Loan		Term Loan	
	P&I	IO	P&I	IO	P&I	IO
LVR ≤ 60%	7.24%	7.24%	7.34%	7.49%	7.24%	7.39%
LVR ≤ 70%	7.49%	7.64%	7.34%	7.49%	7.24%	7.39%
LVR ≤ 75%	7.84%	7.99%	7.64%	7.79%	7.64%	7.79%
LVR ≤ 80%	8.19%	-	8.74%	-	8.24%	8.39%

Maximum Amounts

	Postcodes	Term Loan	Alt Doc	Lease Doc
LVR ≤ 65%	Category 1	\$3.00m	\$3.00m	\$3.00m
	Category 2	\$2.00m	\$2.00m	\$2.00m
	Category 3	\$1.50m	\$1.50m	\$1.50m
LVR ≤ 70%	Category 1	\$3.00m	\$3.00m	\$3.00m
	Category 2	\$2.00m	\$2.00m	\$2.00m
	Category 3	\$1.50m	\$1.50m	\$1.50m
LVR ≤ 75%	Category 1	\$2.50m	\$2.50m	\$2.50m
	Category 2	\$2.00m	\$2.00m	\$2.00m
	Category 3	-	-	-
LVR ≤ 80%	Category 1	\$2.00m	\$2.00m	\$2.00m
	Category 2	-	-	-
	Category 3	-	-	-

Fees Summary

	Commercial Term Loan	Commercial Alt Doc	Commercial Lease Doc
Application Fee (Based on total loan amount)	WAIVED * NIL – ≤60% LVR 0.25% – ≤70% LVR 0.50% – ≤75% LVR 0.70% – ≤80% LVR	WAIVED * NIL – ≤60% LVR 0.50% – ≤70% LVR 0.70% – ≤75% LVR 0.70% – ≤80% LVR	WAIVED * NIL – ≤60% LVR 0.70% – ≤70% LVR 0.70% – ≤75% LVR 0.70% – ≤80% LVR
Valuation Fee	At Cost Payable at conditional approval	At Cost Payable at conditional approval	At Cost Payable at conditional approval
Legal Fees	From \$770 *	From \$770 *	From \$770 *
Settlement Fee	Nil	Nil	Nil
Monthly Fee	Nil	Nil	Nil
Annual Fee	\$395	\$395	\$395
Document Handling Fee	\$25	\$25	\$25
Early Repayment Fee	1.50% if discharged within 3 years (based on original amount)	1.50% if discharged within 3 years (based on original amount)	1.50% if discharged within 3 years (based on original amount)

*Waived application fee special extended for a limited time on loans submitted before 30 November 2025 and settled before 31 January 2026.

Interest rates and product features are current at the date of publication and may change from time to time. For distribution to Better Choice Home Loan Accredited Introducers only. Not to be distributed to borrowers. All loan applications are subject to ending criteria and lending policy which may be amended from time to time without notice. Fees, charges and conditions apply.

Commercial Range

Features & Requirements

Our Commercial Loan range is designed to empower business owners and investors with tailored funding solutions that support growth, expansion, and long-term success. Whether you're purchasing premises, refinancing existing debt, or investing in commercial property, Better Choice provides flexible structures to suit your strategy.

	Commercial Term Loan	Commercial Alt Doc	Commercial Lease Doc
Eligibility	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
Loan Purpose	Purchase of a new business (new or established) - <ul style="list-style-type: none"> Purchase of an acceptable security for: Own business occupation; or investment. Re-finance of an existing non-residential debt. Finance for small scale equipment or vehicles. Release equity for business or investment purpose. 	Purchase of a new business (new or established) - <ul style="list-style-type: none"> Purchase of an acceptable security for: Own business occupation; or investment. Re-finance of an existing non-residential debt. Finance for small scale equipment or vehicles. Release equity for business or investment purpose. 	Purchase, Refinance & Cash Out
Minimum Loan Amount	\$100,000	\$100,000	\$100,000
Loan Term	3 - 30 Years	3 - 30 Years	3 - 30 Years
Maximum LVR	80%	80%	80%
Security Location	80% LVR – Cat 1 75% LVR – Cat 2 70% LVR – Cat 3	80% LVR – Cat 1 75% LVR – Cat 2 70% LVR – Cat 3	80% LVR – Cat 1 75% LVR – Cat 2 70% LVR – Cat 3
Interest Only	1-5 Years	1-5 Years	1-5 Years
Cash Out	Yes	Yes	Yes
Commission	NO CLAWBACK	NO CLAWBACK	NO CLAWBACK

* in aggregate or one loan

^ in aggregate or one loan

Income & Supporting Docs

Commercial Term Loan (Property Secured)

PAYG	<ul style="list-style-type: none"> 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 Latest personal tax return with ATO notice Other statements as per commercial supporting document checklist as required
Self Employed	<ul style="list-style-type: none"> Last two (2) years business/ company tax returns & financial Statements with the most recent no older than 18 months old. Latest personal tax return with ATO notice for all directors / guarantors. Six (6) months ATO lodged BAS 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).

Commercial Alt Doc

Self Employed	<ul style="list-style-type: none"> Minimum twelve (12) month ABN registration (GST registered if applicable) Fully completed Gold Commercial Alt Doc Declaration of Financial status Form PLUS one of the following <ul style="list-style-type: none"> Six (6) months ATO lodged BAS Six (6) months business banking statements Gold Commercial Accountants Declaration Form (provided the Accountant has acted for the applicant/s for 12 months or greater) Other statements as per commercial supporting document checklist as required
----------------------	--

Commercial Lease Doc

Income	<ul style="list-style-type: none"> Satisfactory lease agreement for the proposed security property in a registrable format. <ul style="list-style-type: none"> Lease must have at least 24 months remaining. Lease must be at arm's length to a third party. 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. A draft lease will be acceptable prior to formal approval.
---------------	---

Note: No payslips, tax returns / financials or bank statements are required for this product.

Commercial Range

Product Details

Our Commercial Loan range is designed to empower business owners and investors with tailored funding solutions that support growth, expansion, and long-term success. Whether you're purchasing premises, refinancing existing debt, or investing in commercial property, Better Choice provides flexible structures to suit your strategy.

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 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 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.

Interest rates and product features are current at the date of publication and may change from time to time. For distribution to Better Choice Home Loan Accredited Introducers only. Not to be distributed to borrowers. All loan applications are subject to ending criteria and lending policy which may be amended from time to time without notice. Fees, charges and conditions apply.

SMSF Loans

Rates & Fees

Our SMSF Loan range gives Australians the flexibility to invest in property through their Self-Managed Superannuation Fund, with options available for both residential and commercial property.

	Residential SMSF			
	P&I	Comparison	IO	Comparison
LVR ≤ 50%	6.30%	6.40%	6.45%	6.55%
LVR ≤ 60%	6.30%	6.40%	6.45%	6.55%
LVR ≤ 65%	6.34%	6.44%	6.49%	6.59%
LVR ≤ 70%	6.40%	6.50%	6.55%	6.66%
LVR ≤ 75%	6.45%	6.56%	6.60%	6.71%
LVR ≤ 80%	6.60%	6.71%	6.75%	6.86%

	Commercial SMSF	
	P&I	IO
LVR ≤ 60%	7.24%	7.39%
LVR ≤ 70%	7.24%	7.39%
LVR ≤ 75%	7.79%	7.94%
LVR ≤ 80%	8.29%	-

RATE REDUCTION

6.30%

p.a.

SMSF Investment P&I

Ultimate SMSF rates
starting from 6.30% p.a.

Offer is available until 4 January 2026 so take advantage now give your customers a fresh start.

Fees Summary

	Residential	Commercial
Application Fee	Waived - Limited Time Only	NIL - ≤60% LVR 0.50% - 70% LVR 1.00% - 75% LVR 1.50% - 80% LVR WAIVED*
Valuation Fees	At Cost	At Cost
Solicitors Fees *	\$770	At Cost from \$700 + GST (excluding disbursements & other charges)
Settlement Fee	Waived - Limited Time Only	-
Risk Fee	-	-
Annual Fee	-	\$395
Documentation Fee	\$25	-
Post Settlement Redraw Fee	-	Nil
Loan Variation Fee	-	\$250
Discharge Admin Fee	-	\$350
Early Repayment Fee	-	1.50% if discharged within 3 years (based on original loan amount)
Commissions	-	No Clawback

* Excluding legal disbursements and other charges

***Waived application fee special extended for a limited time on loans submitted before 30 November 2025 and settled before 31 January 2026.**

Maximum Amounts

	Postcodes	Commercial	Residential
LVR ≤ 65%	Category 1	\$3.00m	\$2.50m
	Category 2	\$2.00m	\$1.50m
	Category 3	\$1.50m	\$1.00m
LVR ≤ 70%	Category 1	\$3.00m	\$2.50m
	Category 2	\$2.00m	\$1.25m
	Category 3	\$1.50m	\$500k
LVR ≤ 75%	Category 1	\$2.50m	\$2.00m
	Category 2	\$2.00m	\$1.00m
	Category 3	-	\$500k
LVR ≤ 80%	Category 1	\$2.00m	\$1.50m
	Category 2	-	\$1.00m
	Category 3	-	-

Commercial SMSF Loans

Commercial Features & Policy

Our SMSF Loan range gives Australians the flexibility to invest in property through their Self-Managed Superannuation Fund, with options available for both residential and commercial property.

Commercial SMSF Loan Policy

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 (Commercial Only)

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 SMSF
Eligibility	Corporate Trustee borrowers only
Loan Purpose	Purchase or Refinance
Minimum Loan Amount	\$100,000
Maximum Loan Amount	\$3,000,000 - 70% LVR (Cat 1) [^] \$2,500,000 - 75% LVR (Cat 1) [^] \$2,000,000 - 80% LVR (Cat 1) [^] \$2,000,000 - 75% LVR (Cat 2)* \$1,500,000 - 70% LVR (Cat 3)*
Loan Term	3 - 30 Years
Maximum LVR	80%
Security Location	80% LVR – Cat 1 75% LVR – Cat 2 70% LVR – Cat 3
Interest Only	1-5 Years
Cash Out	No
Commission	NO CLAWBACK

* in aggregate or one loan

[^] in aggregate or one loan

Interest rates and product features are current at the date of publication and may change from time to time. For distribution to Better Choice Home Loan Accredited Introducers only. Not to be distributed to borrowers. All loan applications are subject to ending criteria and lending policy which may be amended from time to time without notice. Fees, charges and conditions apply.

Scott Smith

Senior Partnership Manager Residential NSW

M: 0427 857 648

E: Scott.S@betterchoice.com.au



Graeme Norris

Business Development Manager VIC & SA

M: 0429 946 469

E: Graeme.N@betterchoice.com.au



Kathryn Whitney

Business Development Manager QLD & WA

M: 0439 666 477

E: Kathryn.W@betterchoice.com.au



Robyn Hadlow

National Commercial Manager

M: 0437 446 152

E: robyn.h@betterchoice.com.au



Dillon Ceravolo

Commercial Relationship Manager

M: 0429 057 699

E: dillon.c@betterchoice.com.au

