



# Product & Rates Guide

## Residential Loans

- Prime Full Doc
- Prime Alt Doc Loans
- Specialist Loans

## SMSF Loans

- Residential
- Commercial

## Commercial Loans

**\*WITH NO APP FEE\***

- Term Loans
- Lease Doc Loans
- Alt Doc Loans

For new business, effective 11th May 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 accredited introducers only. Not to be distributed to borrowers. All loan applications are subject to Better Choice's lending criteria and lending policy which may be amended from time to time without notice. The Target Market Determination for Better Choice products can be found on our website. Fees, charges and conditions apply. For more information contact Better Choice on 1300 334 336 or [info@betterchoice.com.au](mailto:info@betterchoice.com.au). ABN 79 095 728 868 Australian Credit Licence 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 |
| <b>LVR ≤ 50%</b> | 6.74%          | 6.81%      | 6.99% | 7.06%      | 6.99%      | 7.06%      | 7.14% | 7.21%      |
| <b>LVR ≤ 55%</b> | 6.94%          | 7.01%      | 7.09% | 7.16%      | 7.09%      | 7.16%      | 7.24% | 7.32%      |
| <b>LVR ≤ 60%</b> | 6.94%          | 7.01%      | 7.09% | 7.16%      | 7.09%      | 7.16%      | 7.24% | 7.32%      |
| <b>LVR ≤ 65%</b> | 6.94%          | 7.01%      | 7.09% | 7.16%      | 7.09%      | 7.16%      | 7.24% | 7.32%      |
| <b>LVR ≤ 70%</b> | 6.99%          | 7.06%      | 7.14% | 7.21%      | 7.14%      | 7.21%      | 7.29% | 7.37%      |
| <b>LVR ≤ 75%</b> | 7.04%          | 7.11%      | 7.19% | 7.26%      | 7.19%      | 7.26%      | 7.34% | 7.42%      |
| <b>LVR ≤ 80%</b> | 7.14%          | 7.21%      | 7.29% | 7.37%      | 7.29%      | 7.37%      | 7.44% | 7.52%      |
| <b>LVR ≤ 85%</b> | 7.84%          | 7.92%      | 7.99% | 8.07%      | 7.99%      | 8.07%      | 8.14% | 8.22%      |

|                  | Prime Alt Doc JUMBO |            |       |            |            |            |       |            |
|------------------|---------------------|------------|-------|------------|------------|------------|-------|------------|
|                  | Owner Occupied      |            |       |            | Investment |            |       |            |
|                  | P&I                 | Comparison | IO    | Comparison | P&I        | Comparison | IO    | Comparison |
| <b>LVR ≤ 50%</b> | 6.95%               | 7.02%      | 6.95% | 7.02%      | 7.14%      | 7.21%      | 7.24% | 7.32%      |
| <b>LVR ≤ 55%</b> | 6.95%               | 7.02%      | 6.95% | 7.02%      | 7.14%      | 7.21%      | 7.24% | 7.32%      |
| <b>LVR ≤ 60%</b> | 6.95%               | 7.02%      | 6.95% | 7.02%      | 7.14%      | 7.21%      | 7.24% | 7.32%      |
| <b>LVR ≤ 65%</b> | 6.95%               | 7.02%      | 6.95% | 7.02%      | 7.14%      | 7.21%      | 7.24% | 7.32%      |
| <b>LVR ≤ 70%</b> | 7.14%               | 7.21%      | 7.34% | 7.42%      | 7.34%      | 7.42%      | 7.64% | 7.72%      |

### Fees Summary

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

### Risk Fees

|                  | Prime Alt Doc | JUMBO |
|------------------|---------------|-------|
| <b>LVR ≤ 65%</b> | -             | -     |
| <b>LVR ≤ 70%</b> | -             | -     |
| <b>LVR ≤ 75%</b> | -             | -     |
| <b>LVR ≤ 80%</b> | -             | -     |
| <b>LVR ≤ 85%</b> | 1%            | -     |



### Maximum Amounts

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

\* Excluding legal disbursements and other charges

## 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 |
| <b>LVR ≤ 65%</b> | 7.44%               | 7.52%      | 7.64% | 7.72%      | 7.64%      | 7.72%      | 7.84% | 7.92%      |
| <b>LVR ≤ 70%</b> | 7.49%               | 7.57%      | 7.69% | 7.77%      | 7.69%      | 7.77%      | 7.89% | 7.97%      |
| <b>LVR ≤ 75%</b> | 7.54%               | 7.62%      | 7.74% | 7.82%      | 7.74%      | 7.82%      | 7.94% | 8.02%      |
| <b>LVR ≤ 80%</b> | 7.60%               | 7.68%      | 7.80% | 7.88%      | 7.80%      | 7.88%      | 8.00% | 8.08%      |
| <b>LVR ≤ 85%</b> | 8.69%               | 8.77%      | -     | -          | 8.89%      | 8.97%      | 9.09% | 9.17%      |

|                  | Specialist Plus Full Doc |            |       |            |            |            |        |            |
|------------------|--------------------------|------------|-------|------------|------------|------------|--------|------------|
|                  | Owner Occupied           |            |       |            | Investment |            |        |            |
|                  | P&I                      | Comparison | IO    | Comparison | P&I        | Comparison | IO     | Comparison |
| <b>LVR ≤ 65%</b> | 8.39%                    | 8.47%      | 8.59% | 8.67%      | 8.59%      | 8.67%      | 8.79%  | 8.87%      |
| <b>LVR ≤ 70%</b> | 8.49%                    | 8.57%      | 8.69% | 8.77%      | 8.69%      | 8.77%      | 8.89%  | 8.97%      |
| <b>LVR ≤ 75%</b> | 8.84%                    | 8.92%      | 9.04% | 9.12%      | 9.04%      | 9.12%      | 9.24%  | 9.32%      |
| <b>LVR ≤ 80%</b> | 9.34%                    | 9.42%      | 9.54% | 9.62%      | 9.54%      | 9.62%      | 9.74%  | 9.83%      |
| <b>LVR ≤ 85%</b> | 9.85%                    | 9.94%      | -     | -          | 10.05%     | 10.14%     | 10.25% | 10.34%     |

## Fees Summary

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

\* Excluding legal disbursements and other charges

## Risk Fees

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

|                  | Specialist Alt Doc |            |       |            |            |            |       |            |
|------------------|--------------------|------------|-------|------------|------------|------------|-------|------------|
|                  | Owner Occupied     |            |       |            | Investment |            |       |            |
|                  | P&I                | Comparison | IO    | Comparison | P&I        | Comparison | IO    | Comparison |
| <b>LVR ≤ 65%</b> | 7.64%              | 7.72%      | 7.84% | 7.92%      | 7.84%      | 7.92%      | 8.04% | 8.12%      |
| <b>LVR ≤ 70%</b> | 7.69%              | 7.77%      | 7.89% | 7.97%      | 7.89%      | 7.97%      | 8.09% | 8.17%      |
| <b>LVR ≤ 75%</b> | 7.74%              | 7.82%      | 7.94% | 8.02%      | 7.94%      | 8.02%      | 8.14% | 8.22%      |
| <b>LVR ≤ 80%</b> | 7.80%              | 7.88%      | 8.00% | 8.08%      | 8.00%      | 8.08%      | 8.20% | 8.28%      |
| <b>LVR ≤ 85%</b> | 8.89%              | 8.97%      | -     | -          | 9.09%      | 9.17%      | 9.29% | 9.37%      |

|                  | Specialist Plus Alt Doc |            |        |            |            |            |        |            |
|------------------|-------------------------|------------|--------|------------|------------|------------|--------|------------|
|                  | Owner Occupied          |            |        |            | Investment |            |        |            |
|                  | P&I                     | Comparison | IO     | Comparison | P&I        | Comparison | IO     | Comparison |
| <b>LVR ≤ 65%</b> | 8.89%                   | 8.97%      | 9.09%  | 9.17%      | 9.09%      | 9.17%      | 9.29%  | 9.37%      |
| <b>LVR ≤ 70%</b> | 8.99%                   | 9.07%      | 9.19%  | 9.27%      | 9.19%      | 9.27%      | 9.39%  | 9.47%      |
| <b>LVR ≤ 75%</b> | 9.79%                   | 9.88%      | 9.99%  | 10.08%     | 9.99%      | 10.08%     | 10.19% | 10.28%     |
| <b>LVR ≤ 80%</b> | 10.19%                  | 10.28%     | 10.39% | 10.48%     | 10.39%     | 10.48%     | 10.59% | 10.68%     |
| <b>LVR ≤ 85%</b> | 10.79%                  | 10.88%     | -      | -          | 10.99%     | 11.08%     | 11.19% | 11.28%     |

## Maximum Loan Amounts

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

## Ultimate Range

### Key Features

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.

### Key Features

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

\*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)

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|                                                                                     | Prime Alt Doc & Jumbo                                                                                                                                                                                                                                                                                                                                                               | Specialist Full & Alt Doc                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Specialist Plus Full & Alt Doc                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Loan Purpose</b>                                                                 | <ul style="list-style-type: none"> <li>Owner Occupied &amp; Investment</li> <li>Purchase or Refinance</li> <li>Debt Consolidation</li> <li>Cash Out</li> <li>Business Purposes Accepted</li> </ul>                                                                                                                                                                                  | <ul style="list-style-type: none"> <li>Owner Occupied &amp; Investment</li> <li>Purchase or Refinance</li> <li>Debt Consolidation</li> <li>Cash Out</li> <li>Business Purposes Accepted</li> <li>Tax Debt</li> </ul>                                                                                                                                                                                                                                                                                                          | <ul style="list-style-type: none"> <li>Owner Occupied &amp; Investment</li> <li>Purchase or Refinance</li> <li>Debt Consolidation</li> <li>Cash Out</li> <li>Business Purposes Accepted</li> <li>Tax Debt</li> </ul>                                                                                                                                                                                     |
| <b>Minimum Loan Size</b>                                                            | \$50,000                                                                                                                                                                                                                                                                                                                                                                            | \$50,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$50,000                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Debt Consolidation</b>                                                           | Unlimited                                                                                                                                                                                                                                                                                                                                                                           | Unlimited                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Unlimited                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Applicant Type</b>                                                               | 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)                                                                                                                                                                                                                                                                                                                        |
| <b>Credit History</b>                                                               | Clear                                                                                                                                                                                                                                                                                                                                                                               | <ul style="list-style-type: none"> <li>Unlimited defaults, judgements, or writs from 1 event listed (&lt;\$2000, &gt; 1 year paid, &gt; 2 years unpaid are disregarded)</li> <li>Bankruptcy (Part IX &amp; Part X) Discharged - &gt; 12 months</li> <li>Mortgage Arrears - 1 event</li> </ul>                                                                                                                                                                                                                                 | <ul style="list-style-type: none"> <li>Unlimited defaults, judgements, or writs from more than 1 credit event listed (&lt;\$2000, &gt; 1 year paid, &gt; 2 years unpaid are disregarded)</li> <li>Bankruptcy (Part IX &amp; Part X) Discharged - current or &lt; 12 months</li> <li>Mortgage Arrears - unlimited more than 1 event</li> </ul>                                                            |
| <b>Income Documentation (SELF EMPLOYED)</b>                                         | Declaration of Financial Status and any one of the following; <ul style="list-style-type: none"> <li>Accountant's verification (provided the Accountant has acted for the applicant(s) for 12 months or greater)</li> <li>6 months BAS Statements (annualised) OR</li> <li>3 months business bank statements (main transactional account) issued within the last 30 days</li> </ul> | <b>Full Doc:</b> Last 1 year Full Business/ Company & Personal Tax returns with ATO notice and 6 months BAS statements<br><b>Alt Doc:</b> Declaration of Financial Status and any one of the following; <ul style="list-style-type: none"> <li>Accountant's verification (provided the Accountant has acted for the applicant(s) for 12 months or greater)</li> <li>6 months BAS Statements (annualised) OR</li> <li>3 months business bank statements (main transactional account) issued within the last 30 days</li> </ul> | <b>Full Doc:</b> Last 1 year Full Business/ Company & Personal Tax returns with ATO notice and 6 months BAS statements<br><b>Alt Doc:</b> Declaration of Financial Status and any one of the following; <ul style="list-style-type: none"> <li>3 months BAS Statements (annualised) OR</li> <li>3 months business bank statements (main transactional account) issued within the last 30 days</li> </ul> |
| <b>Income Documentation (PAYG)</b><br><i>Applicable for PAYG joint/ co-borrower</i> | <ul style="list-style-type: none"> <li>2 of the most recent computer generated payslips (including the applicants &amp; employers name, ABN and year to date income)</li> <li>Copy of the most recent year to date Income statement</li> </ul>                                                                                                                                      | <ul style="list-style-type: none"> <li>2 of the most recent computer generated payslips (including the applicants &amp; employers name, ABN and year to date income)</li> <li>Copy of the most recent year to date Income statement</li> </ul>                                                                                                                                                                                                                                                                                | <ul style="list-style-type: none"> <li>2 of the most recent computer generated payslips (including the applicants &amp; employers name, ABN and year to date income)</li> <li>Copy of the most recent year to date Income statement</li> </ul>                                                                                                                                                           |
| <b>Self Employed Period</b>                                                         | 24 months                                                                                                                                                                                                                                                                                                                                                                           | 24 months (Full Doc) / 12 Months (Alt Doc)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 12 months (Full Doc) / 3 Months (Alt Doc)                                                                                                                                                                                                                                                                                                                                                                |
| <b>ABN Registration</b>                                                             | 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)                                                                                                                                                                                                                                                                                                                                                                |
| <b>GST Registration</b>                                                             | 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 |
| <b>LVR ≤ 70%</b> | 6.05%                           | 6.08%      | -  | -          | 6.25%      | 6.34%      | 6.40% | 6.49%      |
| <b>LVR ≤ 80%</b> | 6.10%                           | 6.13%      | -  | -          | 6.30%      | 6.39%      | 6.45% | 6.54%      |

|                  | Gold Standard Variable (100% offset) |            |    |            |            |            |       |            |
|------------------|--------------------------------------|------------|----|------------|------------|------------|-------|------------|
|                  | Owner Occupied                       |            |    |            | Investment |            |       |            |
|                  | P&I                                  | Comparison | IO | Comparison | P&I        | Comparison | IO    | Comparison |
| <b>LVR ≤ 70%</b> | 6.15%                                | 6.18%      | -  | -          | 6.35%      | 6.44%      | 6.50% | 6.59%      |
| <b>LVR ≤ 80%</b> | 6.20%                                | 6.23%      | -  | -          | 6.40%      | 6.49%      | 6.55% | 6.64%      |
| <b>LVR ≤ 90%</b> | 7.97%                                | 8.00%      | -  | -          | 8.02%      | 8.12%      | 8.32% | 8.42%      |
| <b>LVR ≤ 95%</b> | 8.39%                                | 8.42%      | -  | -          | -          | -          | -     | -          |

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

## Fees Summary

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

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

## Key Features

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

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

## Maximum Amounts

|                  | Postcodes  | Gold Basic Loan |         | Gold Standard Loan |         |
|------------------|------------|-----------------|---------|--------------------|---------|
| <b>LVR ≤ 70%</b> | 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 |
| <b>LVR ≤ 75%</b> | 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 |
| <b>LVR ≤ 80%</b> | 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 |
| <b>LVR ≤ 85%</b> | Category 1 | -               | -       | \$1.50m            | \$1.30m |
|                  | Category 2 | \$1.00m         | -       | -                  | -       |
|                  | Category 3 | \$750k          | -       | -                  | -       |
| <b>LVR ≤ 90%</b> | Category 1 | -               | -       | \$1.50m            | \$1.30m |
|                  | Category 2 | \$1.00m         | -       | -                  | -       |
|                  | Category 3 | \$750k          | -       | -                  | -       |
| <b>LVR ≤ 95%</b> | 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 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.

|                  | Term Loan (Full Doc) |       | Alt Doc Loan |       | Lease Doc Loan |       |
|------------------|----------------------|-------|--------------|-------|----------------|-------|
|                  | P&I                  | IO    | P&I          | IO    | P&I            | IO    |
| <b>LVR ≤ 60%</b> | 7.99%                | 8.14% | 8.09%        | 8.24% | 7.99%          | 7.99% |
| <b>LVR ≤ 70%</b> | 7.99%                | 8.14% | 8.09%        | 8.24% | 8.24%          | 8.39% |
| <b>LVR ≤ 75%</b> | 8.39%                | 8.54% | 8.39%        | 8.54% | 8.59%          | 8.74% |
| <b>LVR ≤ 80%</b> | 8.99%                | 9.14% | 9.74%        | -     | 8.94%          | -     |

Additional 0.50% rate loading applicable for loans >\$2M

### Maximum Amounts

|                  | Postcodes  | Term Loan | Alt Doc | Lease Doc |
|------------------|------------|-----------|---------|-----------|
| <b>LVR ≤ 65%</b> | Category 1 | \$5.00m   | \$5.00m | \$5.00m   |
|                  | Category 2 | \$3.00m   | \$3.00m | \$3.00m   |
|                  | Category 3 | \$1.50m   | \$1.50m | \$1.50m   |
| <b>LVR ≤ 70%</b> | Category 1 | \$5.00m   | \$5.00m | \$5.00m   |
|                  | Category 2 | \$3.00m   | \$3.00m | \$3.00m   |
|                  | Category 3 | \$1.50m   | \$1.50m | \$1.50m   |
| <b>LVR ≤ 75%</b> | Category 1 | \$3.50m   | \$3.50m | \$3.50m   |
|                  | Category 2 | \$3.00m   | \$3.00m | \$3.00m   |
|                  | Category 3 | -         | -       | -         |
| <b>LVR ≤ 80%</b> | Category 1 | \$2.75m   | \$2.75m | \$2.75m   |
|                  | Category 2 | -         | -       | -         |
|                  | Category 3 | -         | -       | -         |

## Fees Summary

|                                                        | Commercial Term Loan                                                                        | Commercial Alt Doc                                                                          | Commercial Lease Doc                                                                        |
|--------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| <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<br><b>WAIVED</b> | NIL – ≤60% LVR<br>0.50% – ≤70% LVR<br>0.60% – ≤75% LVR<br>0.70% – ≤80% LVR<br><b>WAIVED</b> | NIL – ≤60% LVR<br>0.50% – ≤70% LVR<br>0.60% – ≤75% LVR<br>0.70% – ≤80% LVR<br><b>WAIVED</b> |
| <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                                                  |
| <b>Legal Fees</b>                                      | From \$770 (Excludes disbursements & other charges)                                         | From \$770 (Excludes disbursements & other charges)                                         | From \$770 (Excludes disbursements & other charges)                                         |
| <b>Settlement Fee</b>                                  | Nil                                                                                         | Nil                                                                                         | \$599                                                                                       |
| <b>Monthly Fee</b>                                     | Nil                                                                                         | Nil                                                                                         | Nil                                                                                         |
| <b>Annual Fee</b>                                      | \$395                                                                                       | \$395                                                                                       | \$395                                                                                       |
| <b>Document Handling Fee</b>                           | \$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)                            |

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## 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                                                                                |
|-----------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|
| <b>Eligibility/Applicant type</b> | Individuals, Partnerships, Corporate or Trust borrowers                                                                                                                                                                                                                                                                                                                  | Individuals, Partnerships, Corporate or Trust borrowers                                                                                                                                                                                                                                                                                                                  | Sole traders or individuals<br>Companies with 5 or less directors<br>Discretionary or family trusts |
| <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> | Investment Only - Purchase or Refinance, Equity release                                             |
| <b>Minimum Loan Amount</b>        | \$100,000                                                                                                                                                                                                                                                                                                                                                                | \$100,000                                                                                                                                                                                                                                                                                                                                                                | \$100,000                                                                                           |
| <b>Loan Term</b>                  | 3 - 30 Years                                                                                                                                                                                                                                                                                                                                                             | 3 - 30 Years                                                                                                                                                                                                                                                                                                                                                             | 3 - 30 Years                                                                                        |
| <b>Maximum LVR</b>                | 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                                               |
| <b>Interest Only</b>              | 1-5 Years                                                                                                                                                                                                                                                                                                                                                                | 1-5 Years                                                                                                                                                                                                                                                                                                                                                                | 1-5 Years                                                                                           |
| <b>Cash Out</b>                   | Yes                                                                                                                                                                                                                                                                                                                                                                      | Yes                                                                                                                                                                                                                                                                                                                                                                      | Yes                                                                                                 |
| <b>Commission</b>                 | NO CLAWBACK                                                                                                                                                                                                                                                                                                                                                              | NO CLAWBACK                                                                                                                                                                                                                                                                                                                                                              | NO CLAWBACK                                                                                         |
| <b>Additional Repayments</b>      | Yes                                                                                                                                                                                                                                                                                                                                                                      | Yes                                                                                                                                                                                                                                                                                                                                                                      | Yes                                                                                                 |
| <b>Redraw</b>                     | Yes                                                                                                                                                                                                                                                                                                                                                                      | Yes                                                                                                                                                                                                                                                                                                                                                                      | Yes                                                                                                 |
| <b>Split Loans</b>                | Yes                                                                                                                                                                                                                                                                                                                                                                      | Yes                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                     |

\* in aggregate or one loan

^ in aggregate or one loan

## Income & Supporting Docs

### 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><br>period 24 months | <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>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>PAYG</b>                              | <ul style="list-style-type: none"> <li>Either 2 of the 3 most recent computer-generated payslips (showing as a minimum the applicants name, employer's name and ABN and year to date earnings) PLUS one other form of verification (PAYG statements, Tax returns, Bank Statements)</li> <li>3 months statements from a financial institution showing regular salary credits with the name of the employer evident as a minimum</li> <li>Other statements as per commercial supporting document checklist as required</li> </ul>                                                                                        |
| <b>Self Employed</b><br>period 12 months | <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 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 – E.g. shops, shopping centres
- Offices including professional suites; or
- Industrial premises – E.g. warehouses, garages, industrial sheds
- Boarding Houses
- Medical suites
- Doctor's surgeries
- Mixed use properties
- Multiple units on one title

#### Specialised/Non-Standard property

May be considered on a case-by-case basis. Please contact your Better Choice DBM for more information. These include but not limited to:

- Dwellings with less than 50 square metres of living space (including balconies)
- Strate-title hotel, motel or resort rooms that cannot be occupied on a permanent basis

#### Unacceptable Securities

- Development sites/construction
- Vacant Land
- Flood affected properties
- Service stations
- Contaminated or potentially contaminated sites
- Properties adversely affected by subsidence or land slip
- Englobo Land
- Student accommodation

- Caravan parks
- Hotels
- Hostels/Backpackers
- Childcare centres
- Retirement villages

#### ABN Registration

24 Months required for Term Loan applications and 12 months for Alt Doc applications. Must be in the name of applicant or associated entity linked to applicant

#### Cash Out

Unlimited Cash out to 75% LVR for Term Loan and 70% for Alt Doc.

A Statutory Declaration is required on purpose/usage if cash out is greater than \$250,000

#### GST Registration

If turnover is greater than \$75,000, must be registered for GST

#### 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

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.

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

- Property Developers

#### Acceptable Purpose:

- Purchase
- Refinance
- Cash out up to 25% of the total loan amount

#### Unacceptable Purpose

- 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 1.50x. Assessment is calculated at the actual interest rate for the facility.

### Easy Refinance for Commercial Alt Doc Loans

Loan tenure and repayment behaviour are key determinants when assessing refinance applications. As a result a reduced set of auxiliary documentation will be accepted for Commercial/ Business Term Loan refinance applications with a minimum of 12 months tenure and good repayment behaviour.

- Borrowers to be Self employed only, with minimum 3 years self employment in their current business
- Maximum Loan amount \$2.00M, dollar for dollar refinance plus reasonable costs, any excess to be repaid back into the loan at settlement
- They are refinancing their existing OFI (other financial institution) Business Term Loan Facilities only (excludes refinance of Asset Finance Facilities and Overdraft Facilities)
- There is clear benefit with reduction in interest rate and the proposed repayments are less than their current repayments. New P&I repayments must be lower than the existing P&I repayments
- The existing business lending facility has been established for a minimum of 12 months, with 12 months statements provided confirming no adverse repayment history
- Clear CRA Report, nothing adverse
- Provide a copy of Business and personal ATO Portals with 12 month Running Balance statement confirming all lodgements are up to date
- and nothing adverse /outstanding to the ATO
- Full valuation required
- Standard Loan to Valuation Ratios to apply
- Must "Pass" the Easy Refinance Calculator

## 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 |
| <b>LVR ≤ 50%</b> | 7.09%            | 7.17%      | 7.24% | 7.32%      |
| <b>LVR ≤ 60%</b> | 7.09%            | 7.17%      | 7.24% | 7.32%      |
| <b>LVR ≤ 65%</b> | 7.09%            | 7.17%      | 7.24% | 7.32%      |
| <b>LVR ≤ 70%</b> | 7.19%            | 7.27%      | 7.34% | 7.42%      |
| <b>LVR ≤ 75%</b> | 7.29%            | 7.37%      | 7.44% | 7.52%      |
| <b>LVR ≤ 80%</b> | 7.35%            | 7.43%      | 7.50% | 7.58%      |

|                  | Commercial SMSF |       |
|------------------|-----------------|-------|
|                  | P&I             | IO    |
| <b>LVR ≤ 50%</b> | 7.54%           | 7.74% |
| <b>LVR ≤ 60%</b> | 7.54%           | 7.74% |
| <b>LVR ≤ 65%</b> | 7.80%           | 7.90% |
| <b>LVR ≤ 70%</b> | 7.80%           | 7.90% |
| <b>LVR ≤ 75%</b> | 7.99%           | 8.10% |
| <b>LVR ≤ 80%</b> | 8.19%           | -     |

### Fees Summary

|                                   | Residential                | Commercial                                                                                                                                                  |
|-----------------------------------|----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Application Fee</b>            | Waived - Limited Time Only | <div> <div> NIL - ≤60% LVR<br/> 0.50% - ≤65% LVR<br/> 0.60% - ≤70% LVR<br/> 0.70% - ≤75% LVR<br/> 0.80% - ≤80% LVR </div> <div> <b>WAIVED</b> </div> </div> |
| <b>Valuation Fees</b>             | At Cost                    | At Cost                                                                                                                                                     |
| <b>Solicitors Fees *</b>          | \$770                      | At Cost from \$700 + GST<br>(excluding disbursements & other charges)                                                                                       |
| <b>Settlement Fee</b>             | Waived - Limited Time Only | -                                                                                                                                                           |
| <b>Risk Fee</b>                   | -                          | -                                                                                                                                                           |
| <b>Annual Fee</b>                 | -                          | \$395                                                                                                                                                       |
| <b>Documentation Fee</b>          | \$25                       | -                                                                                                                                                           |
| <b>Post Settlement Redraw Fee</b> | -                          | Nil                                                                                                                                                         |
| <b>Loan Variation Fee</b>         | -                          | \$250                                                                                                                                                       |
| <b>Discharge Admin Fee</b>        | -                          | \$350                                                                                                                                                       |
| <b>Early Repayment Fee</b>        | -                          | 1.50% if discharged within 3 years (based on original loan amount)                                                                                          |
| <b>Commissions</b>                | -                          | No Clawback                                                                                                                                                 |

\* Excluding legal disbursements and other charges



### Maximum Amounts

|                  | Postcodes  | Commercial | Residential |
|------------------|------------|------------|-------------|
| <b>LVR ≤ 65%</b> | Category 1 | \$5.00m    | \$2.50m     |
|                  | Category 2 | \$3.00m    | \$1.50m     |
|                  | Category 3 | \$1.50m    | \$1.00m     |
| <b>LVR ≤ 70%</b> | Category 1 | \$5.00m    | \$2.50m     |
|                  | Category 2 | \$3.00m    | \$1.25m     |
|                  | Category 3 | \$1.50m    | \$500k      |
| <b>LVR ≤ 75%</b> | Category 1 | \$3.50m    | \$2.00m     |
|                  | Category 2 | \$3.00m    | \$1.00m     |
|                  | Category 3 | -          | \$500k      |
| <b>LVR ≤ 80%</b> | Category 1 | \$2.75m    | \$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 refinance 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.

### 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                                                                                                                                                        |
|----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Eligibility</b>         | Corporate Trustee borrowers only                                                                                                                                       |
| <b>Loan Purpose</b>        | Purchase or Refinance                                                                                                                                                  |
| <b>Minimum Loan Amount</b> | \$100,000                                                                                                                                                              |
| <b>Maximum Loan Amount</b> | \$5,000,000 - 70% LVR (Cat 1)^<br>\$3,500,000 - 75% LVR (Cat 1)^<br>\$2,750,000 - 80% LVR (Cat 1)^<br>\$3,000,000 - 75% LVR (Cat 2)*<br>\$1,500,000 - 70% LVR (Cat 3)* |
| <b>Loan Term</b>           | 3 - 30 Years                                                                                                                                                           |
| <b>Maximum LVR</b>         | 80%                                                                                                                                                                    |
| <b>Security Location</b>   | 80% LVR – Cat 1<br>75% LVR – Cat 2<br>70% LVR – Cat 3                                                                                                                  |
| <b>Interest Only</b>       | 1-5 Years                                                                                                                                                              |
| <b>Cash Out</b>            | No                                                                                                                                                                     |
| <b>Commission</b>          | NO CLAWBACK                                                                                                                                                            |

\* in aggregate or one loan

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