Master Lending Policy

(Version 11.00 - August 2026)

WLTH Ocean Products

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1. Overview

Loan provisions listed here apply to all lending under the Origin MMS Program. These provisions must be adhered to for a loan to be funded by Origin Mortgage Management Services (Origin MMS), a trading name of Columbus Capital Pty Limited ACN 119 531 252 Australian Credit Licence 337 303 (operating as Origin MMS under licence).

2. Responsible Lending Obligations

Your responsible lending obligations require you to make reasonable inquiries about the consumer(s) objectives, financial situation and requirements, including taking reasonable steps to verify their information. You must make an assessment that a particular loan with a particular credit provider is not unsuitable for the consumer.

In particular, you should ensure:

(a) Without limiting what is required to comply with the requirements and obligations under the NCCP Act, you must meet the minimum standards the Lender requires in relation to compliance with responsible lending obligations for all loan applications (including loan variations and additional advances).

(b) The details below serve only as a guide that can be customised to ensure these satisfy the specific way brokers choose to interact with consumers.

(c) In addition to complying with the current Lending Policy and underwriting requirements as amended from time to time, the Lender also requires that all brokers make specific enquiries relating to the following:

 (i) is the consumer aware of any information relevant to their loan application that has not been provided and may have an adverse impact on their financial circumstances.

 (ii) is the consumer aware of any future change in their employment which may adversely affect their ability to meet their current and future financial obligations.

 (iii) does the consumer anticipate any increase to their expenses/liabilities over the next 12 months (e.g. ill health or disability, a possible claim requiring payment or the end of an interest free or honeymoon period on a loan).

 (iv) does the consumer anticipate any decrease in their income during the next 12 months (e.g. extended leave, retirement, reduction in overtime).

 (v) does the consumer anticipate any reduction in the profit/income/cash flow to their business activities during the next 12 months; and

 (vi) probing further into answers given by the consumer or in relation to information which a broker is aware in relation to the consumer which would be prudent to obtain further details for the purposes of assessing whether the consumer could service the loan comfortably and without substantial hardship or if the loan would be suitable for the consumer.

(d) Brokers are required to:

 (i) assess the ability of the consumer to meet their financial obligations under the Proposed Contract and ability to meet obligations without substantial hardship.

(ii) assess whether the loan is appropriate and suitable for the consumer according to the information provided by the consumer about their objectives or requirements.

(iii) if the consumer is seeking an interest only period greater than the remaining interest only term on the loan being refinanced, make additional enquiries to ensure that the interest only term meets the consumer's requirement and objectives, for example:

a. maximise cash flow during the interest only period to free up cash for other expenses, investments and other financial commitments.

b. manage cash flow (for example, the consumer has a short-term change in their financial circumstances such as parental leave or a career change).

c. investment strategy; or

d. financial flexibility (for example, the consumer may be anticipating higher income or asset sales in the future and may want to minimise repayments at the time of application but pay the loan principal at a later date).

(iv) determine whether a loan is "not unsuitable" (for example, if any equity release or cash out component is too general or is not clear (such "future investment purposes’’) further detail should be requested).

Where the loan is NCCP regulated (where it is for personal, domestic, or household purposes, to purchase residential property, or a refinance of a contract for one of these purposes), you must not provide credit assistance if the consumer could not meet their obligations or could do so only with substantial hardship. It is your responsibility under the responsible lending obligations of NCCP to verify the financial situation of the applicant as well as to establish whether the applicant can meet their obligations without substantial hardship.

3. Customer Identification Requirements

Brokers are required to perform background checks on all consumers that are a party to the loan for the purposes of identifying and verifying consumers in accordance with the requirements of the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 (Cth) (AML / CTF Act). These requirements must be satisfied by all consumers completing a Digital Verification of Identity (VOI) service that uses a combination of biometric facial recognition, matching the supplied identity documents against a "selfie", and the Document Verification Service (DVS) that matches the supplied identity documents with government records.

The Lender will accept a manual Customer Verification of Identity form with certified copies of original identity documents, for non-resident consumers that are unable to complete a Digital VOI service, in compliance with the Australian Registrars National Electronic Conveyancing Council (ARNECC) standards. The five acceptable supporting document combinations outlined in the ARNECC standards are as follows:

(i) Australian Passport plus Australian drivers’ licence or Proof of Age Card plus change of name or marriage certificate if necessary.

(ii) Australian Passport plus full birth certificate, citizenship certificate or descent certificate plus Medicare, Centrelink or Department of Veterans’ Affairs card plus change of name or marriage certificate if necessary.

(iii) Australian drivers licence or Proof of Age Card plus full birth certificate, citizenship certificate or descent certificate plus Medicare, Centrelink or Department of Veterans' Affairs card plus change of name or marriage certificate if necessary.

(iv) Foreign passport including an acceptable permanent or temporary resident visa plus Australian drivers' licence or Proof of Age Card plus change of name or marriage certificate if necessary.

(v) Foreign passport including an acceptable permanent or temporary resident visa plus full birth certificate, citizenship certificate or descent certificate plus Medicare, Centrelink or Department of Veterans' Affairs card plus change of name or marriage certificate if necessary.

(vi) Foreign passport plus another form of government issued photographic identity Document plus change of name or marriage certificate if necessary.

(vii) Foreign passport plus full birth certificate plus another form of government issued identity Document plus change of name or marriage certificate if necessary.

4. Eligible Applicants

(a) Eligible consumers are outlined below:

(i) Natural Person over 18 years of age (including sole traders and partnerships) who is an Australian Citizen and resides in Australia or New Zealand.

(ii) Natural Person over 18 years of age (including sole traders and partnerships) who is an Australian Citizen and does not reside in Australia or New Zealand (Expatriate Consumer).

(iii) Natural Person over 18 years of age (including sole traders and partnerships) who is a Permanent Resident of Australia with an Acceptable Visa (Expatriate Consumer).

(iv) Natural Person over 18 years of age (including sole traders and partnerships) who is a Temporary Resident of Australia with an Acceptable Visa (Expatriate Consumer).

(v) Natural Person over 18 years of age (including sole traders and partnerships) who is a New Zealand Citizen and resides in Australia or New Zealand.

(vi) Natural Person over 18 years of age (including sole traders and partnerships) who is a New Zealand Citizen and does not reside in Australia or New Zealand (Expatriate Consumer).

(vii) Company incorporated in Australia.

(viii) Trustee of a Trust.

(ix) Any combination of the above; and

(x) Natural Person over 18 years of age who does not qualify as an eligible consumer (per above) is acceptable as a co-borrower provided at least one borrower is an eligible consumer.

(b) When assessing a consumer credit application by a consumer, consider the following:

(i) Ensure that the consumers and any guarantors are not declared bankrupts nor have judgements pending in a bankruptcy case.

(ii) Ensure that any corporate / trust consumers and any guarantors do not have an administrator, receiver appointed, a credit arrangement put in place, are not declared insolvent nor have any judgements pending in an insolvency case.

(iii) Past defaults are checked via a credit-reporting agency (e.g. Equifax Australia Group Pty Limited). A credit report is unsatisfactory if there are any defaults (subsequently cleared) greater than $3,000 or $5,000 in defaults in total within the past 3 years.

(iv) All joint consumers to a credit facility must obtain a direct benefit from the loan proceeds and are jointly and severally liable meaning that any joint consumer to a credit facility may become liable for the full amount of the debt.

(v) For non-English speaking consumers, ensure a qualified translator (independent of the consumer) is available to interpret the documentation and provide an appropriate certificate.

(c) Applications for consumers that are greater than 55 years of age must be submitted with an appropriate exit strategy signed by the consumers (refer to Exit Strategy template).

(i) Owner occupied or principal place of residence property purchase or construction loans, the maximum loan term is capped at 85 less the age of the oldest consumer (e.g., 62 years 4 months of age = 85 – 62 = 23-year loan term).

(ii) Owner occupied or principal place of residence refinance loans, the existing loan term is acceptable. If the consumers are seeking to extend the loan term, then the maximum new loan term is capped at 85 less the age of the oldest applicant (e.g., 62 years 4 months of age = 85 – 62 = 23-year loan term).

4.1 Expatriate Consumer

(a) Expatriate consumers are defined as:

"An Australian Citizen that does not reside in Australia or New Zealand, a Permanent or Temporary Resident of Australia with an Acceptable Visa or a New Zealand Citizen that does not reside in Australia or New Zealand."

(b) The following criteria is applicable to all expatriate consumers:

(i) PAYG and Self-Employed consumers are acceptable.

(ii) companies, business consumers and trusts are excluded.

(iii) all applicant(s) must provide their passport as identification to satisfy Anti-Money Laundering and Counter-Terrorism Financing Act 2006 (AML/CTF) requirements or meet alternative identification requirements as required by the Lender AML Program.

(iv) the visa of an Australian Permanent or Temporary Resident must have a minimum of 6 months validity (no minimum validity period is required for Resident Return Visas Subclass 155 and 157); and

(v) the residential address of Expatriate consumers is limited to the following "Acceptable Countries" list:

List of Acceptable Countries: Argentina, Australia, Brazil, Brunei, Canada, China, France, Ghana, Germany, Guam, Hong Kong, India, Israel, Indonesia, Japan, Macau, Malaysia, Mexico, New Caledonia, New Zealand, Oman, Philippines, Qatar, Saudi Arabia, Singapore, South Korea, Switzerland, Taiwan, Thailand, Türkiye, United Kingdom (England, Scotland, Wales, Northern Ireland), United Arab Emirates, United States of America, and any other European Union countries not specified in this list, excluding sanctioned countries as determined by DFAT (the DFAT sanctioned regime list can be located here: https://www.dfat.gov.au/international-relations/security/sanctions/sanctions-regimes (this list is subject to change).

4.2 Acceptable Visa List

Visa No.	Visa Type	Visa No.	Visa Type	Visa No.	Visa Type
100	Permanent	188	Temporary	491	Temporary
103	Permanent	189	Permanent	494	Temporary
114	Permanent	190	Permanent	590	Temporary
111	Permanent	191	Permanent	790	Temporary
115	Permanent	200	Permanent	801	Permanent
116	Permanent	201	Permanent	804	Permanent
119	Permanent	202	Permanent	808	Permanent
120	Permanent	203	Permanent	814	Permanent
121	Permanent	204	Permanent	820	Temporary
124	Permanent	300	Temporary	835	Permanent
132	Permanent	309	Temporary	836	Permanent
134	Permanent	310	Temporary	838	Permanent
136	Permanent	401	Temporary	855	Permanent
137	Permanent	403	Temporary	856	Permanent
138	Permanent	405	Temporary	857	Permanent
139	Permanent	407	Temporary	858	Permanent
143	Permanent	410	Temporary	864	Permanent
151	Permanent	415	Temporary	866	Permanent
155	Permanent	416	Temporary	870	Temporary
157	Permanent	420	Temporary	884	Temporary
160	Temporary	422	Temporary	885	Permanent
161	Temporary	423	Temporary	886	Permanent
162	Temporary	428	Temporary	887	Permanent
163	Temporary	444	Temporary	888	Permanent
164	Temporary	457	Temporary	890	Permanent
165	Temporary	461	Temporary	891	Permanent
173	Permanent	475	Temporary	892	Permanent
175	Permanent	476	Temporary	893	Permanent
176	Permanent	482	Temporary		

Visa No.	Visa Type	Visa No.	Visa Type	Visa No.	Visa Type
186	Permanent	485	Temporary		
187	Permanent	487	Temporary		

4.3 Companies

(a) All companies must be registered in Australia.

(b) For company loans, all directors and shareholders (excluding notional Directors) must be co-borrowers. Requests to waive this requirement are not permitted by the Lender.

4.4 Trusts (other than SMSF)

(a) The trustee for a trust can be either a natural person or a company and must always be a consumer in its own right and as trustee of the trust.

(b) This requirement applies to both family / discretionary and unit trusts.

(c) Where the trustee is a company, all directors and shareholders (excluding Notional Directors) must provide unconditional joint and several personal guarantees.

(d) The two types of usually encountered in lending are:

(i) Unit Trust - Beneficiaries hold units which identify their entitlement in the trust; and

(ii) Discretionary Trust - Trustee in its discretion can select the beneficiaries; potential beneficiaries have no property and hold no units.

(e) The Lender enters into an agreement with the trustee of the trust, not the trust itself. A trustee has a right of indemnity out of the trust assets. The following guidelines can be used to assist the Lender in ensuring that parties to a loan or security transaction are correctly identified where the Lender advances monies or takes security or a guarantee from an entity acting in a capacity as a trustee of a trust as well as in its own capacity:

(i) Where the Lender advances monies to a Consumer in its own capacity and as trustee of a trust, the loan offer letters should refer to the Consumer in both capacities (e.g. "ABC Pty Ltd in its own capacity and as trustee for the ABC Trust")

(ii) Where the Lender takes security from a mortgagor, whether in its own capacity or in a capacity as trustee of a trust, the security section of the loan offer letter should simply refer to the mortgagor as: "ABC Pty Ltd".

(iii) Where a loan is regulated under the NCCP, the Lender can only take a mortgage from a mortgagor if the mortgagor is also a Consumer or a guarantor of the loan.

(iv) The Loan Contract must state "The Consumer(s) is liable in its own rights and as trustee of the Trust" and/or "The Guarantor(s) gives this guarantee in its own rights and as trustee of the Trust".

(f) The following guidelines are also applicable to trustees:

(i) ensure that the trustee has the ability to service the loan.

(ii) obtain a copy of the Trust Deed and refer documents to a panel solicitor to identify if trustee can borrow and / or guarantee on behalf of trust and beneficiaries in accordance with the trust deed.

(iii) obtain Equifax Australia Group Pty Limited reports on the trustee and adult beneficiary(s) who are to act as guarantors.

(iv) the Trust should have been established for at least 1 year, otherwise evidence must be provided that trustee has the experience and skill to promote the trust in its proposed business activities in the best interests of the beneficiaries; and all beneficiaries must sign a letter of acknowledgment of the loan.

4.5 Excluded Consumers

(a) The below is the excluded Consumers List:

(i) Limited liability companies.

(ii) Associations.

(iii) Churches.

(iv) Clubs.

(v) Political Parties.

(vi) Guaranteed Loans other than Company and Trust borrowers.

(vii) Unemployed (except where the unemployed applicant is a co-borrower with an eligible consumer).

(viii) Non-Residents (except where the non-resident applicant is a co-borrower with an eligible consumer).

(ix) Minors under the age of 18; and

(x) Consumers of Convenience.

4.6 Consumers of Convenience

(a) A Consumer of Convenience is defined as a consumer who is added to a loan application to provide serviceability support and/or security but receives no financial benefit from the transaction.

(b) All consumers must receive a benefit from the transaction either by way of joint ownership of the security and / or dependence on the mortgagor in a marital or de-facto relationship.

(c) Any loan where a person is added to a loan for the sole purpose of providing income for a loan to service or providing additional security for another party to purchase a property will be declined.

4.7 Non Spousal or Non-De facto relationship

(a) Where applicants are in a non-spousal or non de facto relationship, these applications will be considered provided ALL of the following requirements are met and applicants are not considered "Consumers of Convenience":

1. Minimum individual ownership share of 30%.
2. Separate living expense per households should be applied (and application of Notional Rent where applicable).

3. Independent legal advice MUST be sort by each individual involved in the application.
4. Maximum LVR of 80%.

4.8 Guarantors & Guarantees

(b) A guarantee is a contractual promise given by a third party that makes the person liable in the event of default by the debtor. A guarantor will be required on an application when the company is a consumer, and/or if the security property is in a different name to the consumer.

(c) The guarantee must incorporate the following provisions:

  (i) guarantee obligation - an obligation on the guarantor to pay the money owing on demand if not paid by the debtor; and

  (ii) indemnity - if for any reason the debt is not recoverable against the debtor or the guarantor, the guarantor must indemnify the financier for any loss.

(d) If a security property is in a different name to the consumer, the guarantor must complete a full application form including personal details, assets & liabilities, income & employment details and sign a Lender Privacy Act declaration. Standard assessment and verification policies in this document must be adhered to.

4.9 Company Guarantors

The following matters needs to be considered when lending to a Company and what guarantees need to be taken:

(a) Guarantees are to be obtained from owners or a minimum of two directors, sole director/company secretary (if it is a sole director company) as per section 127 of the Corporations Act.

(b) Directors' conflicts – are any directors of the company under a conflict of interest in relation to the execution of the guarantee? If so, do the Articles or Constitution allow the company to enter into a transaction where a director has an interest and permit this director to vote?

(c) 'Uncommercial' transaction - will the giving of the guarantee constitute an uncommercial' transaction under the Corporations legislation?

(d) Trustee company - is the company a trustee? If so, does the trust deed allow the trustee to give guarantees and indemnities?

(e) Where the Consumers are the shareholders and directors of the company, as a general rule, we do not require a guarantee from the company when there is little scope of recovering guaranteed debts from retained profits, as they are drawn as directors' salaries or paid out as dividends. On the other hand, if it can be demonstrated that considerable reliance is placed on retained profits, then a guarantee from the company should be taken.

4.10 Legal Advice

(a) If the guarantor is a company or trust owned by all the consumers, legal advice can be waived.

(b) Examples of where parties not sufficiently the same:

(i) Consumer A, guarantor X Pty Limited, the shareholders and directors of which are A and B. Advice is required by B because B is not a consumer.

(ii) Consumer X Pty Limited (A sole director and shareholder) and A and B guarantor. Advice is required by B because B is not benefiting through the company.

(c) Examples where advice can be waived, the parties are common:

(i) A and B consumer, X Pty Limited guarantor of which A and B are all the directors and shareholders. Advice could not be waived if there was an additional shareholder and director C who was not a consumer as there would then not be sufficient commonality.

(ii) Consumer X Pty Limited (sole director and shareholder A), guarantor A.

(d) The guarantee should state that the liability of the Guarantor would not be affected by:

(i) any variations of the transaction or the documents between the financier and the debtor.

(ii) failure by the financier to enforce any security held by the debtor or any other person.

(iii) the release of any security held by the financier for the guaranteed money.

(iv) the insolvency of any party to the transaction.

(v) an increase in the amount guaranteed (in such instances the written consent of the guarantor to the increase must be obtained).

(vi) the money or any part of it not being recoverable from the debtor or any co-guarantor.

(vii) a clause prohibiting the guarantor from exercising any right of set-off, or any right of subrogation, or claiming the benefit of any security held by the Lender, or proving in liquidation or bankruptcy of the debtor before the Lender has been paid; and

(viii) a clause under which the guarantor must pay all costs in relation to enforcement of the guarantee and requiring interest to be paid if the guaranteed money is not paid when due.

4.11 Unacceptable Guarantors

(a) Guarantees are not to be accepted from the following or in the following circumstances:

(i) Where there is reason to suspect that the proposed guarantor is suffering mental illness or physical illness affecting their mental functioning.

(ii) Where there is reason to suspect that the proposed guarantor has intellectual disabilities that would make it difficult for them to understand a guarantor's obligation.

(iii) Individuals or companies acting under a Power of Attorney for the guarantor (who is an individual).

(iv) Where there is reason to suspect that the proposed guarantor is incapacitated at the time of executing the guarantee (e.g. under the influence of alcohol or drugs).

(v) Where there is reason to suspect that the guarantor did not understand the effect of the guarantee at the time it was executed.

(vi) Where (it is suspected that) the proposed guarantor is under duress from the consumer or another guarantor or is under the influence of the consumer or another guarantor.

(vii) From individuals that are independent to the consumer group.

(viii) Do not have the financial resources to repay or service the guarantee obligations.

(ix) Would encounter undue hardship (such as, for example, the loss of their home) if required to pay under the guarantee.

(x) Anyone under the age of 18.

Note: Individuals who hold a Visa from the Acceptable Visa List (see extensive acceptable list) are permitted, on the basis that a joint application is submitted with one of the above defined eligible borrowers, subject to the lending being up to a maximum LVR of 80%.

5. Loan Product and Security Summary

5.1 Loan Product Summary

Key Parameters	
Loan Product Type	Standard Owner Occupied and Investment
Security Property Type	Standard Residential Properties (excludes Specialist Rental Accommodation and Specialist Disability Accommodation properties)
Minimum Loan Size	$50,000
Maximum Loan Size	$3,500,000
Maximum Single Borrower Exposure	$10,000,000
Maximum Number of Loans	8
Maximum Loan Term (in months)	Up to 480 (please refer to product specifications for applicable maximum loan terms)
Maximum LVR (restrictions apply[1234567])	Owner Occupied – 95% Investment – 95%
Serviceability	NDI 1.00 times cover
Interest Rate Types	Variable Rate 1 to 5 years Fixed Rates
Repayment Types	Principal and Interest Interest Only up to a maximum of 10 years (please refer to product specifications for applicable initial interest only terms)
Employment Types	PAYG and Self-Employed

5.2 Maximum Loan Size by LVR and Postcode Matrix

LVR (%)	Standard Documentation		
	Inner-City / Metro	**Non-Metro**	**Regional**
Existing Dwelling			
0 - 70.00	$3,500,000	$3,500,000	$3,000,000
70.01 - 80.00	$3,500,000	$3,500,000	$2,000,000
80.01 - 90.00	$3,500,000	$3,500,000	N/A
90.01 - 95.00	$3,500,000	$3,500,000	N/A
Construction			
0 - 70.00	$3,500,000	$3,500,000	$3,000,000
70.01 - 80.00	$3,500,000	$3,500,000	$2,000,000
80.01 - 90.00	$3,500,000	$3,500,000	N/A
90.01 - 95.00	$3,500,000	$3,500,000	N/A

Population (ABS SAL or UCL)	Maximum LVR	Maximum Loan
Less than 3,000	Unacceptable	N/A
Greater than or equal to 3,000 and less than 5,000	65%	$1.5m
Greater than or equal to 5,000 and less than 20,000	80%	$3.5m
Greater than or equal to 20,000	Product Maximum	Product Maximum
High Risk Post Codes	Refer to 14.1	Refer to 14.1
Concentration Restrictions	Maximum of 2% exposure (at a portfolio level), where the population is less than 20,000.	Unacceptable security.

The above table is to be used in conjunction with the Broker Management Tool which relies on ABS statistics and the suburb population in line with Urban Centres and Localities (UCLs) and Suburbs and Localities (SALs). Where the Broker Tool or population information is not available, the maximum LVR in Non-Metro locations is 80% and Regional locations is 50%. Please refer to Section 14 for post code lists to be applied in conjunction with Section 13.

(a) The loan to value ratio (LVR) is calculated by dividing the mortgage loan amount by the lesser of the purchase price (in the case of a purchase) and the current value as indicated in the formal valuation.

(b) Where the application is a property purchase, the LVR is the amount as a percentage of the purchase price or valuation, whichever is the lesser of the two (please refer to our policy regarding off the plan purchases and favourable purchases).

(c) Where the application is a refinance or equity release, the LVR is the loan amount as a percentage of the valuation only.

(d) The following LVR restrictions apply to Product & Purpose:

Product / Purpose	Max LVR
Interest Only loan secured by an Owner-Occupied property	95%
Interest Only loan secured by an Investment property	95%

Product / Purpose	Max LVR
Equity Release and Debt Consolidation loans	90%
Security property located within a High-Risk Postcode (refer Security Property Postcode Matrix)	90%

5.3 Loan Purposes

(a) Before a loan is approved, it is important to understand how long the funds are required for and what they will be used for. This is to ensure that the loan will not be used for illegal purposes and to minimise the risk of default.

(b) Lending must be for personal and personal investment purposes only. The loan must not fund business purposes including:

- (i) Loans for business purposes or the refinancing of business loans (unless the business has ceased trading).
- (ii) Loans for the purchase of a business and/or goodwill (including investment in a business owned by a related or associated entity to the consumer).
- (iii) Loans for any type, or investment in, property development purposes, that relies on the completion of the development to service the facility.

(c) The Lender will provide funds for any worthwhile purpose, provided all consumers obtain a benefit from the transaction, and that the purpose is legal.

5.3.1 Property Purchase Loans

(a) A loan that provides the consumer funds for the purchase of real estate for owner occupation or investment purposes.

(b) For a purchase the following conditions must be met:

- (i) repayment history for the last 3 months of other existing mortgages, personal loans, car loans, credit cards, store cards, and any other forms of must be clear of any arrears (i.e., no non-zero repayment indicators on the consumers comprehensive credit report or no repayments greater than 15 days overdue on any supplied loan statements).
- (ii) repayment history on all debts reported on the consumers comprehensive credit report must not have more than two (2) non-zero repayment indictors in the last 12 months; and
- (iii) a written explanation (broker notes and consumer emails are acceptable) must accompany the application if there are any arrears, default interest charged or dishonoured payments on any supplied loan statements, and these will only be considered on a case-by-case basis.

5.3.2 Existing Loans (including being refinanced)

(a) A refinance loan is where a consumer refinances an existing mortgage secured by either a residential or commercial property from another lender.

(b) For a refinance the following conditions must be met:

- (i) must be evident that there is financial benefit to the consumer for refinancing.
- (ii) the full debt must be refinanced; part refinances are not acceptable.

(iii) repayment history for the last 3 months of the loan being refinanced, on other existing mortgages, personal loans, car loans, credit cards, store cards, and any other forms of must be clear of any arrears (i.e., no non-zero repayment indicators on the consumers comprehensive credit report or no repayments greater than 15 days overdue on any supplied loan statements).

(iv) repayment history on all debts reported on the consumers comprehensive credit report must not have more than two (2) non-zero repayment indictors in the last 12 months; and

(v) a written explanation (broker notes and consumer emails are acceptable) must accompany the application if there are any arrears, default interest charged or dishonoured payments on any supplied loan statements, and these will only be considered on a case-by-case basis.

(c) To ensure refinances (that do not include cash out components) do not encounter settlement shortfalls the loan amount should include the following buffer:

(i) one month's loan repayment; and

(ii) one additional month's interest; and

(iii) the outgoing lenders discharge fee (allow $1,500 if unknown); and

(iv) a buffer of $1,500.

(d) Where an existing mortgage liability is not evidenced on the applicant's Comprehensive Credit Report (CCR), the refinance may be considered at the Lender's discretion on a case-by-case basis. Expectation is, the outgoing lender must appear on the Lender's Approved Lender List; exceptions require appropriate approval in accordance with delegated lending authorities.

5.3.3 Debt Consolidation Loans

(a) Debt consolidation loans allow for the purchase of a residential property or the refinance of an existing mortgage secured by a residential property in addition to the consolidation of up to four (4) other personal debts (e.g. personal loans, credit cards, car loans).

(b) It must be evident that the consumer's monthly repayments will be significantly less than their existing repayments by combining multiple debts into one monthly repayment.

(c) Any application deemed to only satisfy the consumer's repayment issues in the short term will be declined.

(d) Equity release / cash out is available. Refer to the equity release / cash out conditions in section 5.3.4.

5.3.4 Equity Release / Cash Out Loans

(a) Equity release / cash out is where a consumer refinances an existing mortgage secured by a residential property from another lender and wishes to maintain their existing available credit limit / redraw balance or wants to release equity from their property by way of a cash out component.

(b) Equity release / cash out is defined as funds derived from proceeds of an approved loan going directly to the consumer regardless of the purpose disclosed with the application.

(c) Consumers will be required to provide evidence of the loan purpose for which the funds are to be used (i.e. copies of invoices, financial plans, contracts of sale, statements etc.) and this information is to be held on file.

(d) Where a component of the loan is equity release / cash out and the purpose is simply stated as "personal use (e.g. car, holiday)", "home renovations" or "future investment", then the Lender will cap the cash out component to the lower of $200,000 or 20% of the security property value. Amounts greater than the capped amount will be approved on the condition that the funds are only released upon receipt of reasonable evidence for use (e.g., letter from financial planner, evidence of share or property portfolio, builder quotes or invoices for home renovations etc.).

(e) The following LVR restrictions apply to equity release / cash out:

  (i) > 90% LVR – cash out is not available

  (ii) > 80% and ≤ 90% - limited to 20% of the security property value

  (iii) ≤ 80% LVR - unlimited

(f) Surplus funds are usually retained in the applicant's loan account at settlement and are automatically available as redraw. Alternatively, funds can be release to the consumers linked bank account held with an ADI or a solicitor's trust account for imminent property settlement.

5.3.5 Construction Loans

(a) A loan that provides the consumer funds for the purchase of land (if applicable) and the construction of a residential property for either owner occupied or investment purposes.

(b) The property construction must be performed by a fully licensed builder and commence within 6 months of loan settlement.

(c) Construction period must not exceed 18 months with acceptable interest only periods of 12 months or 24 months.

(d) Affordability Servicing: I/O loading is not required to be added onto revert rate for servicing where facility will convert to P&I, post construction.

(e) For all construction loans, the consumer's equity contribution must first be utilised to meet progressive payments, prior to drawdown of funds from the approved loan facility.

(f) If the property to be constructed is also being used as security (as it typically is) then an on-completion valuation is required to determine the value of the property on completion.

(g) An as-is valuation is acceptable where the loan amount does not exceed 90% of the land value. Release of funds will follow the equity release / cash out polices.

(h) A minimum of $300,000 construction costs must be used for loan serviceability.

(i) Evidence of genuine savings and required consumer funds are required for loan assessment.

(j) Land contract of sale (or proof of ownership) and a fixed priced build contract (builder quotation or tender document with draft plans/specifications are acceptable for initial assessment) are required for loan assessment.

(k) An executed fixed price build contract is required for formal approval and must satisfy the following criteria

(i) it is an industry standard contract (Master Builders Association or Housing Industry Association)

(ii) it is in the name of the consumer or its nominee

(iii) it must contain a progress payment schedule that reflects industry standards and meets the requirements prescribed in the table below and satisfies the Lender guidelines as published from time-to-time.

Stage	Typical Range	Maximum Cumulative %	Definition
Deposit	Minimum 5%	Minimum 5%	Initial payment to the builder at contract signing. Covers administrative setup, permits, and securing the build contract. Not linked to physical construction progress.
Slab / Base	10% - 15%	Up to 20% cumulative	Completion of the base structure of the property. Includes site preparation, laying foundations, concrete slab (or stump works), and initial plumbing rough-in under the slab.
Frame	20% - 30%	Up to 50% cumulative	Structural framework of the house is completed. Includes walls, roof trusses, and structural support. The property begins to take its final shape.
Lock-Up	15% - 35%	Up to 75% cumulative	External walls, windows, and doors installed. Property can be "locked up." Roofing is completed, and the structure is secure from weather exposure.
Fit-Out / Fixing	20%-30%	Up to 90% cumulative	Internal works completed. Includes plastering, cabinetry, internal doors, tiling, electrical fittings, and plumbing fixtures. Property starts to resemble a finished home.
Completion	Minimum 10%	Total must not exceed 100%	Final stage of construction. Property is complete and ready for occupancy. Includes final finishes, inspection, defect rectification, and issuance of occupancy/compliance certificates.

(iv) the address of the property where the dwelling is to be constructed is the same in all documentation

(v) there is a fixed time limit clause which must not be greater than 18 months from date the loan is formally approved.

(vi) a GST clause is included; and

(vii) any variations, that have been included in the loan amount, must be supplied and verified by the valuer. If the variations have been included in a revised progress payment schedule, then the Lender will pay according to the revised schedule. If the variations have not included in the final build contract and progress payment schedule, then the Lender will pay the variations with the final progress payment.

(l) Prior to the first progress payment the following documents are required:

(i) a copy of the builder's current builder's licence

(ii) a copy of the:

1. Council approved and stamped plans/specifications; or
2. Private Certifier approved plans and specifications certified. (Certifier must be authorised under the relevant State or Territory building legislation)

(iii) a copy of the builder's public liability insurance (minimum $5million)

(iv) a copy of the builder's home warranty insurance

(v) a copy of the building insurance which covers the loss or damage to materials and work during construction. The policy must include the 'Insurance Amount (equal to or greater than the Building Contract price)', 'name of the owner', 'name of the registered builder', 'the Lender / Lender of Record's interest noted on the policy' and 'Australia wide or a region inclusive of the location of the property being constructed'.

(m) Progress claim (builder invoice) payments are to be released on joint application of the consumer and the licenced builder. To ensure that the consumer is fully aware of the progress payment request from the builder, the consumer is required to sign and date the builder invoice and forward the signed request to the Lender for processing.

(n) Builder invoices must be on the builder's letterhead, include the stage of the claim and any variations and the builders bank account details.

(o) Progress payments will only be processed where the invoice is supported by a progress payment valuation report confirming the stage of works completed and the cost-to-complete figure.

(p) At all times, sufficient funds must be retained by the Lender to ensure completion under the build contract. Where an overrun is identified during the drawdown phase the consumers must contribute additional funds from other sources prior to practical completion.

(q) The final progress payment will only be processed where the claim is supported by a progress payment valuation reporting confirming that the construction is complete, receipt of the council (or private certifier's) occupancy certificate and the consumers building insurance with the Lender / Lender of Record's interest noted on the policy.

(r) The following construction loans are unacceptable:

(i) Owner-builders

(ii) Non-fixed priced or cost-plus contracts

(iii) Building contracts that do not cover the complete construction (i.e. partial construction to be completed by the owner or another sub-contractor)

(iv) Refinance or partially completed construction

(v) Kit, demountable, transportable or mobile homes (modern methods of construction / prefab homes are acceptable)

(vi) Specialist Disability Accommodation (SDA) or Specialist Rental Accommodation (SRA) properties

(vii) Commercial properties

(viii) Split Contracts definition below.

Split contracts are not acceptable where the transaction relies on multiple contractual arrangements to complete a single residential security outcome and introduces completion, valuation, enforceability, or marketability risk.

Loans must not be approved where:

(s) The proposed security cannot exist independently in its current state, or

(t) The completion of additional contracts or works is required to achieve full use, functionality, or marketability of the security property, or

(u) The structure circumvents standard fixed-price building contract requirements, or

(v) There is interdependence between multiple properties, titles, or developments to achieve a completed end product.

5.3.6 Home Renovation Loans

(a) A loan that provides the consumer funds for the structural renovations of an existing residential property for either owner occupied or investment purposes.

(b) Structural renovations mean any renovations that could threaten the property's structure (e.g., internal or external walls being removed, the roof is being replaced or a second storey extension being built).

(c) Equity release / cash out loan policies apply for structural renovations where the loan amount is less than 90% of the land value determined via an as-is valuation report.

(d) Construction loan policies apply where the loan amount is equal to or greater than 90% of the land value.

5.3.7 Off-The-Plan Purchases

(a) This type of purchase occurs when a property (normally strata plan apartments or town houses) is placed on the market for sale at the initial stage of planning or under construction. Construction periods can take up to 36 months depending on size of the development and time of when actual purchase took place.

(b) Applications should only be submitted for formal approval once a property is nearing settlement i.e., less than 90 days and valuation report confirms 100% completion of subject apartment & common areas. This will ensure any approval granted remains current, unlike an application at time of purchase which will not be accepted as the consumer's circumstances may have changed significantly since the initial purchase was made.

(c) In some cases, if the value of the property has appreciated since the initial purchase, the Lender may consider lending against the current valuation figure subject to the following conditions:

   (i) Signed contract of sale must be dated at least 6 months prior to date of application.

   (ii) Valuation from qualified valuers must be undertaken upon completion of construction, which must support the earlier value and purchase price and confirm that the property has been completed to the standard specified.

   (iii) Comparable sales must come from outside of the actual development. Additional sales from within the development must be resales only.

(d) Most of these purchases will fall under the High-Density policy and this policy should be adhered to when assessing these applications.

5.3.8 Marital Property Settlement

(a) These applications will be considered on the following grounds:

(i) A Family Court Order or solicitor's letter must be held on file and must confirm the agreed property transfer and disclose any amount to be paid to the party being removed from the title at settlement.

(ii) The approved loan amount must be enough to cover payout of the existing debts and proceeds to the party being removed from the title.

(iii) The Lender must be provided with court order or solicitor's letter and instructed to pay the party being removed from the title at settlement agreed amount from settlement proceeds.

6. Employment Types

6.1 Pay As You Go (PAYG)

(a) The income individuals receive from salary and wages usually paid during the year under pay as you go (PAYG) and includes consumers working for a family business who are not defined as Self-Employed.

(b) PAYG employment types include:

(i) Permanent full time

(ii) Permanent part time

(iii) Casual; and

(iv) Fixed term contract.

6.2 Self-Employed

(a) Self Employed is the term used for any consumer that works for themselves and is not employed by another party or if they receive more than 50% of their income (including wages) from a business in which they are the sole trader, a partner, director or shareholder and where they have management control of the company.

(b) Self-Employed consumers include:

(i) Sub-contractors; and

(ii) Professional consultants.

6.3 Professional Self-Employed

(a) Professional Self Employed are consumers who are, but are not limited to, Lawyers, Certified Practicing Accountants, Dentists, Dental Specialists, Orthodontists, Obstetrician, Gynaecologist, General Practitioners, Hospital-employed Doctors, Medical Specialists, Anaesthetists, Paediatricians, Pathologists, Specialist Physicians, Psychiatrists, Veterinary Practitioners, Optometrists, Pharmacists, Chiropractors, Speech Therapists, Physiotherapists, Business Consultants and Information Technology Specialists.

6.4 Employment Requirements

(a) The table below details acceptable employment history.

Type	Requirements
Permanent full time	• Minimum of 3 months in current employment • If in current employment < 3 months, must have been in continuous employment in similar industry or role for at least 12 months
Permanent Part Time	• Minimum of 6 months in current employment • If in current employment < 6 months, must have been in continuous employment in similar industry or role for at least 12 months
Casual	• Minimum of 6 months in current employment • If in current employment < 6 months, must have been in continuous employment in similar industry or role for at least 12 months
Contract	• Minimum of 3 months in current employment • If in current employment < 3 months, must have been in continuous employment in similar industry or role for at least 12 months • Minimum 3 months remaining on contract term
Second Job	• Minimum of 6 months in current employment
Self Employed	• Minimum 24 months trading in the current business

7. Acceptable Income

7.1 Australian Income

(a) The table below details the acceptable and unacceptable types of Australian Income.

Type	Requirements
Salary and Wage	• 100% of income for permanent full-time • 100% of income for permanent part-time • 100% of income for fixed-term contracts • 90% of income for casual
Overtime and Allowances	• 100% of income (documentation requirements vary based on eligible occupations[1])
Bonus and Commissions	• 100% of income
Salary Sacrifice	• Where an employee voluntarily sacrifices a portion of their salary, 100% of the sacrifice can be added to the gross income
Salary Packaging	• Where an employee is entitled to a component of their salary pre-tax (e.g., meal & entertainment card, novated lease etc.), 100% of the packaged amount can be included as non-taxable income
Car Allowance	• 100% of allowance added to gross taxable income
Fully maintained company car	• Up to $5,000 can be added to gross income or $3,500 to net income
Self Employed	• Minimum 24 months trading in the current business • 100% of current year's net profit • 100% of net operating income capped at 40% of gross revenue where the application is assessed based on 6 months Business Activity Statements and business bank account statements
Company Income	• Minimum 24 months trading in the current business • 100% of current year's net profit

Type	Requirements
Trust Distribution	• 100% of gross trust distribution (net profit for trust) as personal income
Rental Income	• 80% of gross rental income for residential investment properties • 80% of net rental income for commercial properties • 65% of gross rental income for Specialist Rental Accommodation (Co-Living, Student and Boarding House) properties • 65% of gross rental income for National Rental Affordability Scheme (NRAS) properties • 80% of gross rental income for Specialist Disability Accommodation (SDA) properties (0% allowed where property is also receiving NDIS Income) • 70% of gross rental income for Holiday accommodation properties averaged over the preceding 12 months
NDIS Income	• 80% of gross SDA income for investment properties for up to 2 bedrooms (excluding OOA) • 65% of gross SDA income for investment properties greater than 2 bedrooms (excluding OOA) • 100% of gross SDA income for owner occupied properties
Investment Income	• 80% of investment income (e.g. shares, dividends etc.) • Interest on deposits, that are being used as funds to complete, are not acceptable • Must be consistent over the 2 years
Australian Government Bond Income	• 100% of Australian Government Bond income
Family Tax Benefit (as supporting income only)	• 100% of income paid via the Family Assistance Office or the Australian Tax Office • Payment must be a Family Assistance payment (Part A and Part B only) made by the Federal Government • The dependent child/children must be less than 12 years of age • Combined Federal Government benefits cannot exceed 50% of the income required for servicing
Child Maintenance (as supporting income only)	• 100% of income if child support agreement is registered with the Child Support Agency • 3 months bank statements confirming regular receipt of payments • Must have at least 5 years to expiry
Employer Maternity Leave Payment / Paid Parental Leave Payment	• 50% of income of Employer Maternity Leave Payment and government Paid Parental Leave Payment (Working Parent Payment) is acceptable on the basis that this income is currently being paid and will continue to be paid until the consumer returns to work
Social Security Benefits & Government Pensions	• 100% of income accepted where the Lender considers the benefit to be a stable income source • Combined Federal Government benefits cannot exceed 50% of the income required for servicing
Income Protection & TPD Income	• 100% of income accepted where the Lender considers the benefit to be a stable income source
Unemployment & Sickness Benefits	• Unacceptable
Workers Compensation	• Unacceptable
Income from Boarders	• Unacceptable

[1] Ambulance Officer, Police, Firefighter, Nurse, Midwife, Paramedic, Border Force, Protective Services Officer, Medical Practitioner Training, Anaesthetist, Dermatologist, Emergency Medical Specialist, Obstetrician, Gynaecologist, Ophthalmologist, Paediatrician, Pathologist, Specialist Physician, Psychiatrist, Radiologist, Nurse Educator, Nurse Researcher, Dentist, Dental Specialist, Hospital Pharmacist, Industrial Pharmacist, Retail Pharmacist, Occupational Therapist, Optometrist, Physiotherapist, Speech Pathologist, Chiropractor, Osteopath, Podiatrist, Medical Diagnostic Radiograph, Radiation Therapist, Nuclear Medicine Technologist, Sonographer, Veterinarian, Dietitian, Naturopath, Acupuncturist, Natural Therapy Professionals, Audiologist, Orthoptist, Orthodontist.

8. Savings / Equity

(a) With most loans, the consumer must contribute some of their own money towards the purchase price. This is known as the consumer's contribution. It is important to understand where these funds are coming from and to verify that the declared sources of funds are genuine. Where the LVR is greater than 90% then a minimum of 5% of the purchase price must be from the following acceptable sources of funds.

  (i) Genuine Savings (excluding Professionals and Essential Workers per below).

  (ii) Federal and State Government Housing Grants (e.g. FHOG).

  (iii) Non-Refundable Gifts.

  (iv) Non-Refundable Builder / Developer Contributions.

  (v) Approved Equity Share arrangements; and

  (vi) Approved Second Mortgage arrangements.

(b) Genuine Savings criteria can be waived for Professional and Essential Worker consumers that meet the following criteria.

  (i) Maximum 95% LVR

  (ii) For Professionals the main Applicant, based on gross income, must be University Educated Professional and hold an Australian or Overseas University degree (Technology applicants may hold a TAFE or other industry Certificate).

  (iii) Professional consumers include, but are not limited to Lawyers, Certified Practicing Accountants, Dentists, Dental Specialists, Orthodontists, Obstetrician, Gynaecologist, General Practitioners, Hospital-employed Doctors, Medical Specialists, Anaesthetists, Paediatricians, Pathologists, Specialist Physicians, Psychiatrists, Veterinary Practitioners, Optometrists, Pharmacists, Chiropractors, Speech Therapists, Physiotherapists, Business Consultants and Information Technology Specialists, Executives and Managerial staff.

  (iv) For Essential Workers at least one applicant must be a Police Officer, Fire Fighter, Ambulance Officer, Nurse, Midwife, Nurse Educators, Paramedic, Border Force, Protective Services Officer, Assisted Carer, Primary, Secondary or Tertiary teachers.

  (v) Must be Australian Citizens or Permanent Residents with acceptable Visa living and working in Australia.

  (vi) Clean Credit (no arrears and no defaults).

  (vii) Maximum DTI of 6.0x.

(viii) PAYG applicants must have been in current employment for a minimum 6 months.

(ix) Self Employed applicants must have been established for a minimum of 24 months.

8.1 Genuine Savings

(a) Genuine savings includes the following:

Type	Requirement	Documentation
Equity in property	Must be held for at least 6 months in the consumer's name	Title Certificates, Rates notice and loan statement (if applicable)
Sale of real estate	Property must have been in the name of at least one of the consumers	Contract of sale and evidence of net sale proceeds in savings account
Accumulated savings	Must be held or accumulated over 3 months in a savings account or term deposit in the consumer's name	Bank statements within the last 3 months
Term deposit	Must be held in the consumer's name for a minimum of 3 months	Bank statements within the last 3 months
Shares	Must be held over 3 months (publicly listed companies only)	Share Certificate
Superannuation Funds	Must be held in the consumer's name	Copy of Superannuation statement confirming funds available for personal use

8.2 Non-Genuine Savings

(a) The following are not acceptable as genuine savings.

(i) Additional borrowings where the LVR is greater than 90% (additional borrowings are acceptable provided that a minimum of 5% of the purchase price are from the acceptable sources of funds as outlined in section 8.

(ii) Funds held in company / business accounts; or

(iii) Barter money or trade dollars.

8.3 Funds to complete

(a) Residential Purchase (non-SMSF):

LVR <=80%: Savings declared within the application are acceptable

LVR 80% - 90%: Balance Statement confirming ownership adequate

LVR >90%: Minimum of 5% Genuine savings required (refer to Genuine Savings)

(b) Residential Purchase (SMSF):

Genuine savings required in all instances (refer to Genuine Savings).

8.4 Rental Payment History

(a) Where the LVR is greater than 90% and the Genuine Savings component of the consumers contributions do not meet the minimum time threshold then evidence of on time rental payments over the preceding 6 months is required.

8.5 Second Mortgages

(a) Second Mortgages are acceptable up to a 100% of the property value (combined LVR excluding all fees and charges) that meet the following criteria.

  (i) Minimum individual credit score of 650

  (ii) Average credit score of 750

  (iii) Where the Lender is providing the second mortgage, the applicable debt-to-income ratio (DTI) test (per section 9.4) is based on the LVR of the combined first and second mortgages excluding any fees, charges and interest allowance funded by the second mortgage.

  (iv) No defaults in the last 24 months

  (v) No monetary defaults in the last 60 months

  (vi) Minimum employment tenure 24 months (1 employment change with similar role acceptable per applicant).

(b) Second Mortgage must be included in servicing.

8.6 Non-Refundable Gifts

(a) Any gifts that are provided to consumer(s) that constitute part of their deposit (equity) must be supported by written communication from the gift provider, stating the amount of the gift and that the monies are a non-refundable, non-repayable gift.

(b) The Lender requires documentary evidence of the availability of the proposed gifted funds (e.g. copy of bank statement in the consumers name or gift providers name).

(c) A certified translation of the written communication must be provided where applicable.

(d) Gifts must be from immediate family members. Consumers aunties and uncles are acceptable.

8.7 Non-Refundable Builder / Developer Contributions

(a) Any Builder / Developer and/or Vendor rebates or incentives that are provided to consumer(s) that constitute part or all of their deposit (equity) must be supported by a letter from the rebate or incentive provider, signed by an authorised representative, stating that the amount is non-refundable and non-repayable.

(b) The letter must be provider to the valuer, and the valuer must note that they have sighted the letter and taken the contents into consideration in the valuation.

(c) The maximum rebate or incentive allowed is $10,000.

8.8 Deposit Saving Plans

(a) Deposit Saving Plans are acceptable provided that the savings plan has been included as an "Other Commitment" in the servicing calculator.

(b) Deposit Savings Plans are not required to be included as an "Other Commitment" where the loan is a construction loan, and the remaining Deposit Saving Plan term is less than or equal to six (6) months.

9. Serviceability

9.1 Servicing Assessment

(a) A servicing test must be completed for all applications. A consumer must demonstrate that they can service the loan or that the business / incorporated consumer (if applicable) is a viable entity with an ongoing ability to service their loan commitments.

(b) The Lender does not lend solely on the security LVR coverage for a loan, especially if there is material doubt about the loan servicing capability with an application. Sale of a security should be the last option for a debt to be cleared, either by the consumer or by the Lender when assessing a loan application.

(c) Loan serviceability calculations are based on post tax income and loan repayment stress testing based on a minimum serviceability assessment rate and to pass serviceability assessment, consumers must meet the Net Disposable Income (NDI) or surplus income test.

9.2 Serviceability Assessment Rate

(a) New Loans – the new loans must have their minimum monthly repayment calculated over the P&I period of the loan term using the higher of:

(i) the Actual Consumer Rate plus 2.00%; or

(ii) the prevailing RBA target cash rate plus 3.00%; or

(iii) a minimum assessment rate of 5.00%.

(b) Existing Loans - existing loans means any loans that are either already settled, formally approved, or have finance applications in progress with either the Lender or another Lender. Each existing loan must have its minimum monthly repayment recalculated using the higher of:

(i) the actual monthly repayment plus 10%; or

(ii) the minimum monthly repayment calculated on the facility limit (including any available redraw) using an assessment rate of Actual Consumer Rate plus 1.00% on a P&I basis over a 30-year loan term; or

(iii) the minimum monthly repayment calculated on the facility limit (including any available redraw) using a minimum benchmark rate of 5.00% on a P&I basis over a 30-year loan term.

9.3 Net Disposable Income

(a) The Lender uses a Net Disposable Income (NDI) calculation to assess the consumer's ability to meet regular fixed repayments including the new loan being applied for.

(b) It also covers monthly living expenses that are separate from any loan repayments. These are generally known as the cost of living and include such items as groceries, clothing, utility bills, petrol/car running expenses, school fees etc. A single consumer with nil dependents is assumed to have lower monthly expenses than a couple with two (2) dependents hence the living expense will be less for a single consumer. Income tax is also considered as net income is used.

(c) To meet servicing requirements, the NDI ratio must at least 1.00:1. This means that a consumer/s net disposable (after tax and assessed living costs) must be at least 100% of total fixed commitments which includes the proposed loan.

9.4 Debt-To-Income Ratio

(a) The Lender uses a Debt-To-Income (DTI) ratio, as a secondary affordability test, to assess the consumer's ability to meet their debt obligations.

(b) The DTI calculation is the total of the consumers debt (including the new loan) divided by the total of the consumers gross income. The DTI ratio must be less than 6.00:1 where the LVR of the new loan is greater than 90%. The DTI ratio must be less than 8.00:1 where the LVR of the new loan is greater than 80% and less than or equal to 90%.

9.5 Joint Income / Joint Commitments

(a) Where the consumers have joint commitments with parties not included in the loan application, 100% of the existing commitment is to be used in calculating serviceability for the proposed borrowing. Where the consumers also receive income (e.g., rental property income) from this commitment then 100% of the income can also be included in servicing.

(b) Where the consumers receive other income with parties not included in the loan application (e.g. rental property income) then evidence must be provided to confirm the percentage of ownership. The consumer's tax return or title search on the property will confirm the level of ownership. The confirmed percentage will be used to determine how much of the gross income is used in the servicing calculation for the proposed loan.

9.6 Living Expenses

(a) Living expenses must be accounted for in the serviceability assessment and are determined based on the number of consumers and dependants in a household. The Lender requires a comprehensive review and assessment of the consumers declared living expenses.

9.6.1 Existing Debts and Liabilities

(a) These existing debts and liabilities are commitments that a consumer cannot choose to reduce or eliminate (unless the new credit will be used to repay a debt or liability) and should generally be capable of being identified with a reasonable amount of certainty. Examples include:

(i) repayment obligations for other credit (including regulated consumer credit and obligations on the individual to make repayments on unregulated credit such as business or investment loans and existing 'buy now, pay later' arrangements).

(ii) Higher Education Loan Program (HELP) debts, such as HECS-HELP and FEE-HELP.

(iii) spouse or child maintenance payments.

(iv) land tax / rates / body corporate fees on real property owned by the consumer (either the consumer's residence or other property); and

(v) if the information you have for income is gross income—any tax commitments or other deductions from that income (e.g. superannuation contributions and salary sacrifice arrangements).

9.6.2 Basic Living Expenses

(a) The following living expense categories must be included in loan applications:

(i) Housing / rental.

(ii) Food and Groceries.

(iii) Clothing / Footwear / Cosmetics etc.

(iv) Utilities.

(v) Transport – public, cars, fuel.

(vi) Owner Occupied property expenses (rent, strata, utilities, wear and tear).

(vii) Spouse / Child maintenance.

(viii) Health and Education (despite being publicly funded there may be additional costs for those who use these services).

(ix) Communication and connectivity; and

(x) Other Expenses.

9.6.3 Discretionary Living Expenses

(a) The following discretionary living expense categories must be included in loan applications:

(i) Education – private school fees, after school activities etc.

(ii) Childcare and nannies.

(iii) Refi

(iv) Insurances – health, life, income.

(v) Non-compulsory asset insurance (e.g. motor vehicle and home and contents), especially if maintenance of the asset is important for maintaining the consumer's income.

(vi) Elective Medical costs (repeat prescriptions, aid and care).

(vii) Additional superannuation contributions.

(viii) Recreation – dining out, entertainment and holidays.

(ix) Communications – internet, telephone, Pay TV.

(x) Memberships and subscriptions; and

(xi) Other Expenses.

(b) It is recognised it may not be possible to identify with certainty the extent to which current expenditure on items are essential or if the consumer would be able to make some reductions if needed. You are likely to need additional information to determine whether the consumer has higher levels of essential spending, which cannot be reduced or eliminated, because of their circumstances. For example, a consumer may have higher expenditure for reasons such as:

(i) the number and kind of dependants (e.g. children or adult dependants) they support.

(ii) they live in a location that involves higher prices for goods and services or that necessitates additional travel; or

(iii) they or their dependants have special medical needs.

9.6.4 Notional Rental Expense

(a) If a consumer is purchasing an investment property and the application advises the consumer/s live with family or friends "rent free", a minimal rental expense must apply based on the situation below:

(A) Single: $250 per week

(B) Couple (no dependents) or Single with dependents: $320 per week

(C) Couple with dependants: $400 per week

9.6.5 The Household Expenditure Measure (HEM)

(a) The expense benchmark that is most commonly used is the Household Expenditure Measure (HEM). HEM is published by the Melbourne Institute of Applied Economic and Social Research at the University of Melbourne and available by subscription. This measure is updated quarterly.

(b) The following spending items are not included in the HEM benchmark (Specifically Excluded Expenses) and therefore the assessment needs to take these into account:

(i) private school fees

(ii) life insurance

(iii) sickness and personal accident insurance

(iv) alimony / maintenance payments

(v) counselling services

(vi) lease payments; and

(vii) HECS.

(c) Each of the items outlined above must be specifically addressed by either being included as an existing commitment in the servicing calculator or by being separately identified in the living expenses section of the servicing calculator.

(d) The Lender will assess serviceability based on the higher of the following.

(i) Consumers declared living expenses; or

(ii) Housing Expenditure Measure (HEM) plus Specifically Excluded Expenses.

9.7 Credit Card Limits

(a) The Lender will include a monthly commitment in loan servicing calculations based on the higher of the actual minimum monthly repayment or 3.0% of the card limit unless the consumer provides the last 3 months card statements confirming that the monthly balance has been paid in full each month.

(b) Credit Card, Store Card and Line of Credit limits are required to be included in the loan servicing calculations. If the consumer has provided the last 3 months of card statements confirming that the card balance has been paid in full each month then the monthly commitment to be used in loan servicing calculations will be 1.5% of the limit.

(c) Charge Cards without a credit limit do not need to be included in the loan servicing calculations if the consumers comprehensive credit report or 3 months of card statements provides evidence that the card balance is paid in full each month. If the card balance has not been paid in full, the last 3 months card statements will be required and the highest balance over the last 3 months will be used as the card limit.

(d) Interest free / payment free loans normally provided by department stores for household appliances must be included in servicing for the new loan as the consumer will eventually need to make repayments at the end of the offer period. The commitment will be assessed based on a minimum monthly repayment of 3.0% of the actual debt.

(e) The Lender requires a comprehensive review of all declared Credit Cards, Store Cards and Lines of Credit limits to ensure that all potential commitments have been included for serviceability. All related credit bureau enquiries (within the last 12 months) with credit providers that are not comprehensive credit report participants must be satisfactorily explained, and a copy of the most recent statement must be provided to validate the declared limit. Comprehensive credit report participants can be found at the creditsmart.org.au website.

9.8 Allowable Add-backs

(a) For all consumers, negative gearing on investment properties may be considered, where allowed by the ATO, by adding back the interest expense of investment properties if the loan is negatively geared.

Property Eligibility:

a. Existing residential investment property held before 12th May 2026; or

b. Newly constructed residential dwelling that has not previously been sold as residential premises or previously occupied.

(b) For self-employed consumers, there are some expense items that can be added back to net income for inclusion in debt servicing calculation. These are:

(i) directors’ income/salaries where not already included in servicing calculations.

(ii) interest paid on debt being refinanced with proposed application (care to be exercised that interest relates only to debts being refinanced).

(iii) business depreciation (capped at 20% of the business taxable income plus directors’ income/salaries drawings).

(iv) instant asset write-off as allowed from time-to-time by the ATO; and

(v) non-recurring expenses.

(c) Any other expense outside the allowable add-backs described above, are considered unacceptable.

9.9 Other Commitments

(a) The minimum monthly repayment of all existing loans, not being paid out, must be included in the servicing calculation. Other commitments include, but not limited to, car loans, personal loans and margin loans.

(b) Short term 'buy now, pay later' loans (e.g., Afterpay) do not need to be included if the loan will be paid in full within 90 days from application approval.

(c) Personal loan < $10,000, used to secure land purchase (for future construction loan), does not need to be included as a commitment if the loan will be repaid in full within 90 days from construction loan application approval.

10. Credit History

(a) Most countries provide credit bureau services – listing all loan and credit enquiries, defaults, legal judgements and credit disputes for individuals and small businesses.

(b) The Lender utilises Equifax Australia Group Pty Limited for Australian residents.

(c) Credit check reports are one of the important items used to assess the credit worthiness of a consumer. It is therefore mandatory to obtain a credit report from the applicable credit bureau for all consumers and / or guarantors. This covers both individuals and any related business entities associated to the borrowing parties (e.g., directorships). The reports should be clear of any defaults, writs, judgements or bankruptcy listings. Any adverse findings on the credit reports must be supported by a written explanation by the consumers (emails are acceptable).

(d) Credit check reports, due to directorships, are not required on business entities such as publicly listed companies, not-for-profit organisations, sporting clubs, schools, charities or associations.

(e) A credit report is to be obtained for all new or increase in loan credit applications.

(f) The following guidelines should be used when undertaking & assessing credit reports.

  (i) Completed digital consent inbuilt into the preferred Lender origination platform or a signed and dated Privacy Consent Form must be held by the Brokers for all consumers prior to requesting any credit reports.

  (ii) Credit reports must be less than 45 days at time of receipt of loan application by the Lender.

  (iii) Care should be exercised where a consumer has changed their name (e.g. marriage where female assumes husband’s surname) then a credit report must be obtained under all the consumer names. In this example reports must be obtained on the married name and the maiden name.

  (iv) Is it possible for consumers to have more than one credit file, and in each and every case the presence of cross reference files and possible matched files must be checked in accordance with this Lending Policy. The credit reports normally show if a possible match/cross reference is found.

  (v) Spelling of surnames, date of birth, residential address must be reviewed against the application form to ensure they match. Any discrepancies must be investigated and explained. Only consumers who have recently turned 18 or over the age of 60 are the most likely consumers to genuinely have a new credit file created.

  (vi) A large number of recent credit enquiries prior to receipt of application, in particular unsecured credit applications should be treated with caution as this might indicate that the consumers are active 'credit seekers' and potentially under financial duress. All credit enquiries within the past 12 months must be investigated and noted against the purpose and outcome.

  (vii) All credit reports showing consumers with related business entities (excluding publicly listed companies, not-for-profit organisations, sporting clubs, schools, charities or associations) must be investigated to determine whether the business entity is trading profitably. Consumers with related business entities that are not trading profitably are unacceptable.

10.1 Acceptable Enquiries

(a) Consumers must have a clear credit history.

(b) Small paid default(s), up to a maximum $3,000 per default and $5,000 in total within the previous 3year period, may be considered on a case-by-case basis but will depend upon the merit of the loan application and the explanation provided.

10.2 Unacceptable Enquiries

(a) Consumers should have a clear credit history, and the following are not acceptable:

- (i) defaults, paid or unpaid (either consumers or guarantors unless allowed per section 12.3 Acceptable Enquiries).
- (ii) any court judgements and court writs regardless of amount, paid or unpaid.
- (iii) ATO defaults / judgements regardless of amount, paid or unpaid.
- (iv) mortgage / finance default/s regardless of amount, paid or unpaid.
- (v) discharged bankrupts (less than 5 years).
- (vi) receiver / manager appointed.
- (vii) liquidator appointed.
- (viii) clear outs.
- (ix) wind up petitions.
- (x) part X (10) or scheme of arrangement.
- (xi) Consumers with related business entities (e.g., directorships) that are not trading profitably; or
- (xii) more than 6 separate finance enquiries within 12 months (the consumer is to provide an explanation of the excessive number of enquiries if the proposal is to be considered).

Note: Enquiries within a month, to a variety of lenders, for a similar amount, may be treated as one.

10.3 ASIC Reports

(a) ASIC searches are required in the following circumstances to evidence a business's registration, including name and ABN number.

- (i) where the company is a consumer or guarantor.
- (ii) where a company is the appointed trustee of a discretionary or unit trust that is a consumer or guarantor.
- (iii) where the consumer(s) are using the retained income to service the loan commitment; and
- (iv) where the standard Credit Report does not reveal all the shareholders and office bearers of the company.

11. Documentation Requirements

(a) Completed digital consent inbuilt into the preferred Lender origination platform.

(b) Bank statements can be provided via Open Banking or secure transaction data feeds, PDF statements are not required where digital data meets policy requirements.

(c) Completed digital VOI or a completed manual Customer Verification of Identity form with certified copies of the original identity documents in accordance with the acceptable exception outlined in section 3.

(d) DocuSign Application form inbuilt into the preferred Lender origination platform.

(e) DocuSign Customer Needs Analysis form inbuilt into the preferred Lender origination platform.

(f) DocuSign Broker Declaration form inbuilt into the preferred Lender origination platform.

(g) DocuSign Privacy Consent form inbuilt into the preferred Lender origination platform.

(h) Credit report inbuilt into the preferred Lender origination platform that has successfully completed or manually attached credit report if required to be performed off system.

(i) Valuation report inbuilt into the preferred Lender origination platform that has successfully completed or manually attached valuation report if required to be performed off system.

(j) Title Search inbuilt into the preferred Lender origination platform.

(k) The Lender Serviceability Calculator.

(l) Any account closure letters (if required).

(m) Signed Exit Strategy letter (if any consumer is greater than 55 years of age).

(n) The following PAYG documentation for employment income required for servicing ensuring where applicable that the financial information provided is prepared by a qualified professional:

Income	Documentation
Salary and Wages (Permanent Full-Time and Permanent Part-Time)	• Two recent consecutive payslips no more than 60 days old on receipt by the Lender; plus • Six weeks bank statements from a financial institution in the name of the employee showing regular salary credits from the employer, with the most recent salary credit on the statement being no more than 60 days old on receipt by the Lender
Salary and Wages (Casual)	• Two recent consecutive payslips no more than 60 days old on receipt by the Lender; plus • Six weeks bank statements from a financial institution in the name of the employee showing regular salary credits from the employer, with the most recent salary credit on the statement being no more than 60 days old on receipt by the Lender
Salary and Wages (Contract)	• Employment Contract; plus • Two recent consecutive payslips no more than 60 days old on receipt by the Lender; or • Six weeks bank statements from a financial institution in the name of the employee showing regular salary credits from the employer, with the most recent salary credit on the statement being no more than 60 days old on receipt by the Lender
Overtime and Allowances (when required for servicing)	**Eligible Occupations** (refer section 9.1 Acceptable Income) • No additional payslips required **Non-Eligible Occupations**

Income	Documentation
	• The most recent ATO Income Statement (must be no more than 15 months old); or • One payslip dated in June of the most recent financial year
Bonuses and Commissions (when required for servicing)	• The most recent ATO Income Statement (must be no more than 15 months old); or • One payslip dated in June of the most recent financial year
Salary and Wages where the consumer is employed by a Family Member	• Two recent consecutive payslips no more than 60 days old on receipt by the Lender; plus • Six weeks bank statements from a financial institution in the name of the employee showing regular salary credits from the employer, with the most recent salary credit on the statement being no more than 60 days old on receipt by the Lender; plus • The most recent ATO Income Statement or interim ATO Income Statement that covers the minimum 3 months employment tenure requirement.
Directorship Fees, Salary and Wages	• Most recent business tax returns for the related business entity paying the directorships fees, salary or wages • Income from related business entities is capped to one primary entity
Trust Distributions	**Tax Returns and Notice of Assessments** • The latest years' trust tax return; or • The latest years' trust financial statements; plus • The associated individual notice of assessments or an accountants letter confirming that the latest trust tax return is the final versions held on file, has been lodged or is pending lodgement; plus *NB: The latest years' trust tax returns and individual assessment notices will be acceptable up to 21 months old (i.e., FY24 tax assessment notice is not acceptable after 31 March 2026*
Salary Sacrifice / Salary Packaging / Car Allowance / Fully Maintained Company Car	• Two recent consecutive payslips no more than 60 days old on receipt by the Lender

(o) The following Self-Employed documentation for income required for servicing ensuring where applicable that the financial information provided is prepared by a qualified professional:

Income	Documentation
Self-Employed (Sole Traders and Partnerships)	**Tax Returns and Notice of Assessments** • The latest years' personal tax returns and business tax returns; plus • The associated individual notice of assessments or an accountants letter confirming that the latest tax returns are the final versions held on file, have been lodged or are pending lodgement *NB: The latest years' tax returns and individual assessment notices will be acceptable up to 21 months old (i.e., FY24 tax assessment notices are not acceptable after 31 March 2026)* **Business Activity Statements (if required)** • Where the most recent tax returns are greater than 15 months old (i.e., applications submitted between 1 October 2025 and 31 March 2026 and the most recent individual tax assessment notices are for FY24) then the two most recent Business Activity Statements are also required to confirm the current income levels

Income	Documentation
Professional Self-Employed (Sole Traders and Partnerships)	**Tax Returns and Notice of Assessments** • The latest years' personal tax returns; plus • The associated individual notice of assessments or an accountants letter confirming that the latest tax returns are the final versions held on file, have been lodged or are pending lodgement. *NB: The latest years' tax returns and individual assessment notices will be acceptable up to 21 months old (i.e., FY24 tax assessment notices are not acceptable after 31 March 2026)* **Business Activity Statements (if required)** • Where the most recent tax returns are greater than 15 months old (i.e., applications submitted between 1 October 2025 and 31 March 2026 and the most recent individual tax assessment notices are for FY24) then the two most recent Business Activity Statements are also required to confirm the current income levels
Self-Employed (Companies)	**Tax Returns and Notice of Assessments** • The latest years' personal tax returns and business tax returns; or • The latest years' business financial statements; plus • The associated individual notice of assessments or an accountants letter confirming that the latest tax returns are the final versions held on file, have been lodged or are pending lodgement *NB: The latest years' tax returns and individual assessment notices will be acceptable up to 21 months old (i.e., FY24 tax assessment notices are not acceptable after 31 March 2026)* **Business Activity Statements (if required)** • Where the most recent tax returns are greater than 15 months old (i.e., applications submitted between 1 October 2025 and 31 March 2026 and the most recent individual tax assessment notices are for FY24) then the two most recent Business Activity Statements are also required to confirm the current income levels
Trust Distributions	**Tax Returns and Notice of Assessments** • The latest years' trust tax return; or • The latest years' trust financial statements; plus • The associated individual notice of assessments or an accountants letter confirming that the latest trust tax return is the final versions held on file, has been lodged or is pending lodgement *NB: The latest years' trust tax returns and individual assessment notices will be acceptable up to 21 months old (i.e., FY24 tax assessment notice is not acceptable after 31 March 2026*

(p) The following Company and Trust documentation for income required for servicing ensuring where applicable that the financial information provided is prepared by a qualified professional:

Income	Documentation
Companies	**Tax Returns and Notice of Assessments** • The latest years' business tax return; or • The latest years' business financial statement; plus • The associated individual notice of assessment or an accountants letter confirming that the latest business tax return is the final version held on file, has been lodged or is pending lodgement *NB: The latest years' business tax return and assessment notice will be acceptable up to 21 months old (i.e., FY24 individual tax assessment notices are not acceptable after 31 March 2026* **Business Activity Statements (if required)** • Where the most recent tax return is greater than 15 months old (i.e., applications submitted between 1 October 2025 and 31 March

Income	Documentation
	2026 and the most recent individual tax assessment notice is for FY24) then the two most recent Business Activity Statements are also required to confirm the current income levels
Trusts	**Tax Returns and Notice of Assessments** • The latest years' trust tax return; or • The latest years' trust financial statement; plus • The associated individual notice of assessment or an accountants letter confirming that the latest trust tax return is the final version held on file, has been lodged or is pending lodgement. *NB: The latest years' trust tax return and individual assessment notice will be acceptable up to 21 months old (i.e., FY24 tax assessment notice is not acceptable after 31 March 2026*

(q) One of the following documents is required, for all properties where the rental income is required for servicing. Where multiple documents are held on file showing varied rental income, the following hierarchy will be applied from a servicing perspective:

(i) Rental statements; or

(ii) Bank statements; or

(iii) Signed lease agreement (arm's-length through a real estate agent), showing rent, commencement date and termination date; or

(iv) Private Tenancy agreement and Bank statements (3 months credits to be evidence via bank statements, or where tenancy agreement is recent i.e. less than 3 months, evidence of bond payment and 1 months' rent required); or

(v) Valuation report or Rental Appraisal.

(r) The following documentation for investment income required for servicing:

(i) Consumer tax returns providing evidence of investment income, (noting current ownership will need to be provided); or

(ii) 6 months bank statements providing evidence of investment income; or

(iii) 6 months dividend notices providing evidence of investment income.

(s) Government benefits (e.g., family tax benefits, paid maternity leave, social security, pensions etc.) required for servicing must be supported with official government documents.

(t) Employer maternity leave payments must be supported by an employer letter confirming that the payment will continue to be paid until the consumer returns to work.

(u) Accountants letter covering all related business entities associated to the borrowing parties (excluding directorships of publicly listed companies, schools, sporting clubs, not-for-profit organisations, charities or associations) confirming that:

(i) the business entities are trading profitability and are meeting their obligations; or

(ii) the business entities are not trading and have no liabilities.

(v) Existing Liabilities (being refinanced):

(i) Evident on CCR (showing minimum 3 months clear history)

(1) CCR data can be relied upon, no requirement to obtain supporting documentation (refer to 5.3.2 acceptable for repayment history);

(2) Where less than 3 months on CCR

i. Bank statement or Loan contract (where recently funded), plus

ii. Transaction listing (no older than 60 days) confirming ownership and loan amount, is required for the applicable period.

(ii) Not evident on CCR: The last 3 months (no older than 60 days) of loan statements and/or Transaction listing that confirms the account name, current balance, credit limit, current repayment and current interest rate, is required.

ii. If the latest transactions on the loan statement are greater than 60 days old, then it must be accompanied by an account transaction listing.

iii. the account transaction listing must confirm the account name and account number.

iv. the account transaction listing must not have closing balance/opening balance gap between the end of the supplied statement and the beginning of the transaction listing.

(w) Existing Mortgage Liabilities (not being refinanced):

(i) The current Bank statement (confirming ownership, rate, loan amount, term) or Loan contract, plus

(ii) Transaction listing (no older than 60 days) where required.

ii. If the latest transactions on the loan statement are greater than 60 days old, then it must be accompanied by an account transaction listing.

iii. the account transaction listing must confirm the account name and account number.

iv. the account transaction listing must not have closing balance/opening balance gap between the end of the supplied statement and the beginning of the transaction listing.

(x) Exclusion to serviceability Credit Card & Charge Card:

i. The last 3 months statements for all credit cards, store cards and line of credit facilities, confirming that they are paid in full each month, only required if the reduced serviceability test of 1.5% of the limit is requested.

ii. The last 3 months statements for all charge cards, that have no limit and are paid in full each month, if the exclusion of the facility from serviceability is requested.

(y) Security Property being purchased:

(i) Contract of Sale; and

(ii) Valuation report; and

(iii) Proof of deposit paid; and

(iv) Evidence of funds to complete.

(z) Security Property being refinanced:

(i) Rates notice; and

(ii) Valuation report.

(aa) Security Property being constructed:

(i) Signed Land Contract of Sale or Rates notice (if owned); and

(ii) Builder Quotation, Tender Document or Build Contract (required for conditional approval) or Signed Fixed Price Build Contract (required for formal approval); and

(iii) Valuation report; and

(iv) Proof of deposit paid; and

(v) Evidence of funds to complete.

(bb) Other Security Properties not being purchased or refinanced where rental income from the property is required for servicing:

(i) Rates notice and rental statements; or

(ii) Rates notice and bank statements; or

(iii) Rates notice and signed lease agreement; or

(iv) Rates notice and valuation report.

12. Valuations

12.1 Approved Valuers

(a) The Lender uses Cotality and PropTrack valuations solutions for the purpose of obtaining valuations and managing the Lender Valuer Panel. Authorised Brokers will be provided access to the Cotality and PropTrack valuation platforms to order valuations on behalf of the Lender. Any valuations obtained through the approved platforms, on behalf of the Lender, must only be used for the Lender's loans.

(b) A valuation report, prepared by an approved Lender valuer, must accompany each application.

(c) The Lender supports the following security property valuation types based on certain business rules.

(i) An AVM (Automated Valuation Model) ordered via the Cotality or PropTrack statistical modelling solution; or

(ii) A Desktop or EVR (Electronic Valuer Review) valuation performed by a suitably qualified and licensed Valuer on the Lender Valuer Panel that conforms to the Australian Property Institute (API) standards; or

(iii) A SMARTval Short Form valuation performed by a suitably qualified and licensed Valuer on the Lender Valuer Panel that conforms to the Australian Property Institute (API) standards (Property Pro); or

(iv) An on-premises Short Form valuation performed by a suitably qualified and licensed Valuer on the Lender Valuer Panel that conforms to the Australian Property Institute (API) standards (Property Pro); or

(v) An on-premises Long Form valuation performed by a suitably qualified and licensed Valuer on the Lender Valuer Panel that conforms to the Australian Property Institute (API) standards.

(d) The type of valuation ordered will be determined by the preferred Lender origination platform.

12.2 Automated Valuation Model Valuations

(a) The Lender will accept an Automated Valuation Model (AVM) valuation for Purchases to verify Contract of Sale (COS) purchase price under the following conditions:

(i) where the LVR exceeds 80% (loan amount divided by purchase price) the purchase price stated in the Contract of Sale must not exceed the value of the property produced by the AVM by more than 5% (purchase price minus valuation divided by purchase price).

(ii) where the LVR is ≤ 80% value of the property produced by the AVM must have a Forecast Standard Deviation (FSD) less than or equal to 15%.

(iii) Any rebates, discounts or incentives must be fully disclosed in the COS.

(iv) Maximum LVR 90%.

(v) Maximum loan size $1,800,000.

(vi) Minimum security property value $150,000.

(b) The Lender will accept an Automated Valuation Model (AVM) valuation for Refinances to verify the estimated market value under the following conditions:

(i) the loan-to-value ratio based on the property value produced by the AVM in conjunction with the Forecast Standard Deviation (FSD) must comply with the following LVR/FSD matrix:

(1) ˜ 75% and ≤ 80% LVR – Maximum FSD 7%

(2) ˜ 70% and ≤ 75% LVR – Maximum FSD 12%

(3) ˜ 65% and ≤ 70% LVR – Maximum FSD 17%

(4) ˜ 60% and ≤ 65% LVR – Maximum FSD 22%

(5) ≤ 60% LVR – Maximum FSD 25%.

(ii) Maximum loan size $1,800,000.

(iii) Minimum security property value $250,000.

(iv) Single existing residential dwelling.

(c) The following properties are not acceptable to the Lender for AVM valuations.

(i) High-Density and High-Risk postcodes (refer Security Property Postcode Matrix).

(ii) Purchases that have not been transacted through an independent real estate agent in an arm's length transaction.

(iii) Vacant Land.

(iv) Heritage Listed properties.

(v) Construction Loans.

(vi) Purchases which have a settlement date greater than 3 months of the contract date.

(vii) Off-the-plan or newly completed which has never been sold.

(viii) Property must be habitable and readily saleable per standard LMI parameters.

12.3 Electronic Valuer Review (Desktop) Valuations

(a) The Lender will accept an Electronic Valuer Review or Desktop (Desktop) valuation under the following conditions:

(i) Maximum LVR 90%.

(ii) Maximum loan size $1,800,000.

(iii) Minimum security property value $150,000.

(iv) Single existing residential dwelling.

(b) The following properties are not acceptable to the Lender for Desktop valuations.

(i) High-Density and High-Risk postcodes (refer Security Property Postcode Matrix).

(ii) Purchases that have not been transacted through an independent real estate agent in an arm's length transaction.

(iii) Vacant Land.

(iv) Land size that exceeds 2 hectares.

(v) Heritage Listed properties.

(vi) Any known heritage or environment risks impacting the property.

(vii) Any property that requires an extended selling period of more than 6 months.

(viii) Construction Loans.

(ix) Off-the-plan or newly completed which has never been sold.

(x) Desktop assessment must comply with LMI requirements.

12.4 Valuation Report

(a) All valuation reports must adhere to the following requirements:

(i) any component of GST cost must be excluded from any valuation amount.

(ii) the report must confirm the property is suitable for first mortgage lending purposes.

(iii) value must be based on current or "as-is" condition or on an "on-completion" basis for construction loans.

(iv) separate values must be provided for land and improvements of a property (except for strata title units); and

(v) all reports must be signed by the actual valuer who undertook the valuation and co-signed by an AAPI or equivalent (if the actual valuer is not an AAPI or equivalent).

(b) The valuation report must:

(i) be carried out by a registered licensed valuer who carries adequate Professional Indemnity insurance.

(ii) be addressed to the Lender and other interested parties.

(iii) be signed and dated by a qualified valuer; and

(iv) be less than 60 days old at the time of receipt of loan application by the Lender.

(c) Make specific comment where any of the following apply:

(i) favourable purchase.

(ii) off-the-plan purchase.

(iii) without the intervention of an agent.

(iv) two-tier marketing; or

(v) builder or seller incentives.

12.5 Significant Variances between Valuation and Purchase Price (COS)

(a) If the formal valuation amount is less than the purchase price of the subject property by 15% or more, the consumer needs to be promptly informed of the situation once identified and given the option to either proceed or withdraw the loan application and be given the opportunity to seek independent advice before accepting the Lender loan offer.

(b) Variations of this nature could be the result of "two tier marketing", which is the practice of having two prices or tiers in a real estate market, one for locals who know the market values in the area, and one price for other buyers, often from interstate or overseas, who are not aware of local market prices. Where a Valuation indicates two tier marketing techniques may be in use, additional care is to be taken to ensure the current market value is used in calculating the applicable LVR.

(c) There are to be no exceptions to this requirement.

12.6 Land Description

(a) The description must include the following:

(i) identify and report on title encumbrances such as easements, covenants, rights of carriageway and (where applicable) their effect on value of the property. Registered interest on the title must be noted.

(ii) physical characteristics of the land should also be reported.

(iii) full address and title reference of the property, with comments on the size, shape and dimensions of the land concerned.

(iv) registered proprietor.

(v) any details as per the planning approvals or outstanding orders on the property; and

(vi) comments on adequacy of drainage, if susceptible to high flood risk or land slip, etc.

12.7 Location Description

(a) The description must include the following:

(i) comments on any general trends within the surrounding area such as traffic flows, transport availability, population trends etc.

(ii) description of the property's proximity to local facilities, amenities and services.

(iii) comments on the zoning of the property, and whether existing or potential usage complies with zoning.

(iv) description of age and quality of surrounding properties and the status of the locality; and

(v) comments on location of the property, its appropriateness for the proposed use.

12.8 Property Improvements Description

(a) The description must include the following:

(i) comments on the layout of the building; and vehicular access etc.

(ii) comments on any adverse features of the property and its value impact.

(iii) comments on any special features that the property may have which could inhibit any alternative use or alternatively restrict its appeal to any subsequent purchaser.

(iv) comments on potential impacts by pest, rail, road, air, high voltage power lines etc.

(v) comments on the adequacy of services connected or available to the property.

(vi) comments on the suitability of the existing or proposed usage, i.e. is the property specialised in nature etc.

(vii) comments on any additional improvements that have been carried out, note the age, quality of work and if there is any obvious non-compliance to local Council regulations. Otherwise note if there is any deterioration etc.

(viii) description of the improvements such as size (gross area and net let able floor dimension), shape of the buildings, the architectural style, quality of finish, floor plan, age, condition and the general state of repair etc.

(ix) make all necessary enquiries from statutory bodies to establish the existence of any outstanding orders in relation to fire; and

(x) comments on the existence of rental guarantees provided by the vendor. These are to be excluded from the valuation.

12.9 Valuation Risk Rating

(a) Any valuation report that contains adverse comments on marketability, major defects, environmental impacts, government planning scheme impacts, property resumptions or has more than 3 risk ratings of 3 or any risk ratings of 4 or greater must have appropriate commentary in the report commenting on these.

12.10 Comparable Sales

(a) The valuation report must contain a minimum of 3 acceptable comparable sales within the last 6 months. If the security is a unit or apartment, at least 2 comparable sales outside of the subject development are required.

(b) Comparable sales must be within an acceptable tolerance level (i.e. 10% of the security property value) and within a 5km radius of the security. If not, sufficient commentary by the Valuer must be provided in the commentary of the report.

12.11 Marketability

(a) Comments on market absorption, supply and demand trends (willing buyer / seller), competitive situation, and their impact upon the property are critical to its valuation.

(b) Analysis (detailed if necessary) of the current and future market trends and supplementary market study (if appropriate).

(c) Advice on the length of time required to either sell or let the property.

12.12 Photos

(a) All full on-premises valuation reports must have at least two (2) photos provided.

(b) The photos must be of the front & rear aspects of the property for free standing dwellings. Units/apartments must have an internal & streetscape showing the building where the security is located.

(c) Additional photos must be provided where it is deemed an adverse feature exists to the property e.g. high-tension transmission power lines, essential repairs / faults with property.

12.13 Currency of Valuation

(a) A valuation report must be less than 3 months old at the date of formal approval of the loan by the Lender. The date on the valuation report is deemed as the first day in the 3-month period.

(b) A construction loan valuation report (TBE) may be relied upon for an additional 3 months after the construction has been completed commencing on the date that the final progress payment was made.

13. Security Properties

(a) All loans are to be secured by a registered first mortgage and all security properties should be in a good condition, free of defects and readily saleable. The sale of the loan security is an alternative method of clearing the loan debt if the consumer(s) does not fulfill their repayment obligations.

13.1 Maximum Loan to Valuation Ratio's (LVRs)

(i) Standard Loans (excludes Expatriate and Non-Resident Borrowers) [23456]

Loan Purpose	**Inner City / Metro** [124567]		**Non-Metro** [1234567]		**Regional** [1234567]	
	P&I	**IO**	**P&I**	**IO**	**P&I**	**IO**
Purchase – Owner Occ	95%	80%	95%	80%	80%	80%
Refinance – Owner Occ	95%	80%	95%	80%	80%	80%
Easy Refi – Owner Occ	80%	80%	80%	80%	80%	80%
Construction – Owner Occ	95%	95%	95%	95%	80%	80%

Loan Purpose	Inner City / Metro [124567]		Non-Metro [1234567]		Regional [1234567]	
	P&I	IO	P&I	IO	P&I	IO
Purchase – Investment	95%	90%	95%	90%	80%	80%
Refinance – Investment	95%	90%	95%	90%	80%	80%
Easy Refi – Investment	80%	80%	80%	80%	80%	80%
Construction – Investment	95%	95%	95%	95%[2]	80%	80%
Vacant Land	80%	80%	80%	80%	80%	80%

(ii) Expatriate Loans [23456]

Loan Purpose	Inner City / Metro [12]		Non-Metro [12]		Regional [12]	
	P&I	IO	P&I	IO	P&I	IO
Purchase – Owner Occ	90%	80%	90%	80%	80%	80%
Refinance – Owner Occ	90%	80%	90%	80%	80%	80%
Easy Refi – Owner Occ	80%	80%	80%	80%	80%	80%
Construction – Owner Occ	90%	90%[1]	90%	90%[1]	80%	80%
Purchase – Investment	90%	80%	90%	80%	80%	80%
Refinance – Investment	90%	80%	90%	80%	80%	80%
Easy Refi – Investment	80%	80%	80%	80%	80%	80%
Construction – Investment	90%	90%[1]	90%	90%[1]	80%	80%
Vacant Land	n/a	n/a	n/a	n/a	80%	80%

(iii) Non-Resident Loans [23456]

Loan Purpose	Inner City / Metro [12]		Non-Metro [12]		Regional [12]	
	P&I	IO	P&I	IO	P&I	IO
Purchase – Investment	85%	80%	80%	80%	80%	80%
Refinance – Investment	85%	80%	80%	80%	80%	80%
Easy Refi – Investment	80%	80%	80%	80%	80%	80%
Construction – Investment	85%	85%[1]	80%	80%[1]	80%	80%[1]
Vacant Land	n/a	n/a	n/a	n/a	n/a	n/a

SMSF Loans [123456]

Loan Purpose	Inner City / Metro [1]		Non-Metro [1]		Regional [1]	
	P&I	IO	P&I	IO	P&I	IO
Purchase – Residential Inv.	90%	80%	80%	80%	80%	80%
Refinance – Residential Inv.	80%	80%	80%	80%	80%	80%

Loan Purpose	Inner City / Metro [1]		Non-Metro [1]		Regional [1]	
	P&I	IO	P&I	IO	P&I	IO
Easy Refi – Residential Inv.	80%	80%	80%	80%	80%	80%
Purchase – Commercial Inv.	80%	80%	80%	80%	80%	80%
Refinance – Commercial Inv.	80%	80%	80%	80%	80%	80%
Easy Refi – Commercial Inv.	80%	80%	80%	80%	80%	80%

(iv) Commercial Loans [23456]

Loan Purpose	Inner City / Metro [1]		Non-Metro [1]		Regional [1]	
	P&I	IO	P&I	IO	P&I	IO
Purchase – Owner Occ	n/a	n/a	n/a	n/a	n/a	n/a
Refinance – Owner Occ	n/a	n/a	n/a	n/a	n/a	n/a
Easy Refi – Owner Occ	80%	80%	80%	80%	80%	80%
Construction – Owner Occ	n/a	n/a	n/a	n/a	n/a	n/a
Purchase – Investment	n/a	n/a	n/a	n/a	n/a	n/a
Refinance – Investment	n/a	n/a	n/a	n/a	n/a	n/a
Easy Refi – Investment	80%	80%	80%	80%	80%	80%
Construction – Investment	n/a	n/a	n/a	n/a	n/a	n/a
Vacant Land	n/a	n/a	n/a	n/a	n/a	n/a

(v) Population and concentration criteria

- The maximum LVR is restricted based on the population of the town/suburb, as published via the Australian Bureau of Statistics (ABS data), and concentration limits.
- Please refer to the property finder on our website. The property finder utilises the Urban Centres and Localities (UCL) and Suburbs and Localities (SAL) classification.
- The property finder will confirm the maximum LVR and Loan Amount by Loan Product applicable for the property.

Population Restrictions	Applicable treatment
Less than 3,000	Unacceptable security.
Greater than or equal to 3,000 and less than 5,000	Maximum LVR 65%.
Greater than or equal to 5,000 and less than 20,000	Maximum LVR 80%.
Greater than or equal to 20,000	Product Maximum
Concentration Restrictions	**Applicable treatment**
Maximum of 2% exposure (at a portfolio level), where the population is less than 20,000.	Unacceptable security.

[1] The Maximum LVR for Specialist Rental Accommodation (SRA) properties (Co-Living, Student and Boarding House) is 60% (only Available for SMSF).

[2] The Maximum LVR for Specialist Disability Accommodation (SDA) where the property is owner occupied is 80% of DCF valuation.

[3] The Maximum LVR for Specialist Disability Accommodation (SDA) where the property is investment and the UCL population is greater than or equal to 20,000 then the maximum DCF valuation LVR is 80% capped at 90% of the Alternate Use value.

[4] Specialist Disability Accommodation (SDA) properties are unacceptable securities for Expatriate and Non-Resident loans.

[5] Specialist Rental Accommodation (SRA) properties are unacceptable securities for Expatriate and Non-Resident loans.

[6] The population restrictions and concentration criteria, table above (v) is to be applied.

13.2 Acceptable Security Property Types

(a) Standard Residential Property is property that is primarily used for the purpose of private housing. This includes home industry or home office (as defined by the local government authority, for example hairdresser or accountant). This also includes both owner occupier and tenanted properties.

(b) The acceptable residential property security types include:

(i) Houses.

(ii) Units.

(iii) Flats.

(iv) Apartments.

(v) Villas.

(vi) Duplexes.

(vii) Dual Key.

(viii) Dual Occupancy.

(ix) Townhouses.

(x) Rural Residential.

13.3 Unacceptable Security Property Types

(a) Unacceptable Residential Property Types the Lender does not accept residential properties for security that is specialised or has a very limited market.

(b) The unacceptable residential security types include:

(i) properties with a minimum living area of less than 30 m2 (excluding balconies, storage space and parking).

(ii) NRAS properties with a minimum living area of less than 40 m2 (excluding balconies, storage space and parking).

(iii) properties with three (3) or more property risk ratings equal to five (5) on the valuation report; Exceptions allowed on case-by-case basis.

(iv) "Time-share" arrangement properties.

(v) Company Title & Company Share Title (VIC).

(vi) Stratum Title.

(vii) Purple Title (WA) or Moiety Title (SA).

(viii) limited title (any defects).

(ix) properties with "Lease of Life" covenants on title.

(x) properties subject to the Western Lands Act.

(xi) properties subject to "mines subsidence".

(xii) properties subject to resumption orders by State or Commonwealth authorities.

(xiii) properties located outside Australia.

(xiv) flood impacted.

(xv) properties affected by land slip.

(xvi) income-producing properties.

(xvii) backpacker hostels or boarding-houses.

(xviii) Brothels.

(xix) properties with an area more than 10 hectares.

(xx) properties with restrictive usage.

(xxi) retirement complex units – acceptable if on Leasehold.

(xxii) transportable homes (excluding dwellings that are built offsite and transported to site).

(xxiii) relocatable homes (excluding dwellings that are built offsite and transported to site).

(xxiv) properties designed, zoned or used for commercial purposes (excludes residential home units in a commercially zoned development).

(xxv) rural zoned properties (unless current use is residential on the valuation report).

(xxvi) mobile or temporary homes.

(xxvii) bachelor units.

(xxviii) properties affected by contamination.

13.4 Security Property Locations

(a) Real estate properties offered as loan securities vary in market value and ease of sale. As a result, the risk to the Lender differs. One way of managing this risk and the quality of the loan portfolio is to classify these properties by geographic locations.

(b) There are five (5) distinct locality zones used by the Lender (refer to section 15 Security Property Postcode Matrix):

(i) Inner-City

(ii) Metro

(iii) Non-Metro

(iv) Regional

13.5 Concentration Limits

(a) Concentration limit is a form of control mechanism for the management of identified risk exposures. Concentration limit will be monitored and adjusted in line with market forces and business objectives to control the Lender's exposure to different portfolio risk dimensions, which may include:

(i) security type (e.g. vertical / horizontal development)

(ii) industry

(iii) geography

(iv) Loan Product

(v) consumer; and

(vi) risk rating.

(b) Security concentration limits are restricted to a maximum 20% of the total dwellings in any one development. For Inner-City and High-Density Postcode Properties (any development with more than 100 apartments) the maximum concentration limit is 10%.

(c) Consumers are restricted to a maximum of 4 properties in any one development regardless of the above concentration limits.

(d) The Lender can alter its concentration limits at any time based on changes in market conditions that occur from time to time.

13.6 Third Party Mortgages

(a) The Lender will consider on a case-by-case basis a proposal that includes security from a third party. The security/s offered can be offered in the names of:

(i) the consumer and a third-party; or

(ii) a third-party only.

(b) The consumer must meet the Lender's servicing requirements (i.e. the third-party's income cannot be included to service the loan under any circumstances).

(c) The third-party must be a guarantor to the borrowing and must obtain independent legal and financial advice. This can be waived under the following circumstances:

(i) the consumer is a company, and the third party is an active director of that company; or

(ii) the consumer is a director of a company, and the company is the third party.

(d) The guarantor must be a common law spouse or company of the consumer which there are no additional directors apart from the consumers (an ASIC search must be undertaken to confirm this).

(e) The assets and liabilities of the third-party mortgagor must evidence that the mortgagor will not suffer any financial hardship if the security is called upon in the event of default.

(f) A signed privacy act must be held for all third parties and credit reports obtained which must be clear of ANY adverse history.

(g) The security must not be an owner occupied residence and the third-party security provider must not reside in the property. In addition, the third-party security provider must not rely on the income from this property as their primary source of income.

(h) An example of an acceptable third-party mortgage is Mr. and Mrs. Jones are consumers and meet the Lender servicing requirements. The security is a mortgage over property owned by Mr. and Mrs. Jones, and another property owned by their family company, X Pty Limited. X Pty Limited must be a guarantor.

(i) The table below sets out those instances where the Lender will consider third party mortgages / guarantees:

Consumer	Mortgagor/Guarantor	Acceptability
A & B Jones	A Jones or B Jones	Y
A Jones or B Jones	A & B Jones	Y
A Jones	B Jones	Only if mortgagor is common law spouse of the consumer
A & B & C Jones	A & B Jones	Y
A & B Jones Pty Ltd	A & B Jones	Only if both guarantors are the only directors of the consumer company
A & B Jones	A & B Jones Pty Ltd	Only if consumers are the only directors of the guarantor company
A Jones	D Smith	Only if mortgagor is common law spouse of the consumer
B Jones	B Jones & D Smith	Only if mortgagors are common law spouses

13.7 Third Party Mortgages

(a) The Lender will not approve loans deemed not to be Arms-Length Transactions. Arms-Length transactions are deemed to be one of the following transactions:

(i) Sale of a property where there is no licensed real estate agent acting for the vendor (the contract will usually say "without the intervention of an agent").

(ii) Sales directly from developers.

13.8 Third Party Mortgages

(a) Advantageous/favourable purchase to a family member at a discounted (below market value) price. Immediate family members include:

(i) Spouse / de facto relationship

(ii) Parents / children

(iii) Siblings; and

(iv) Grandparents / grandchildren.

(b) In these circumstances a valuation is required and must refer to both the nature of the sale and the sale price. The LVR is determined using the valuation amount.

For example:

Parents agree to sell a property valued at $300,000 to their daughter for a reduced price of $270,000. The Lender will recognise the value of the security as $300,000.

(c) For favourable purchases:

(i) Consumers must provide at least 5% of the purchase price from genuine savings where the loan-to-value ratio is greater than 80%. (e.g. Advantageous purchase is not a substitute for genuine savings).

(ii) Maximum LVR 90%.

(iii) LVR will be based on the valuation amount.

(iv) If purchase price is substantially lower than the valuation amount, consumers are required to provide written confirmation from the vendor stating that the equity in the property is being gifted and is not subject to being repaid at any time in the future. The document must state the relationship between the parties.

(v) The Lender will consider favourable purchases from immediate family only.

(vi) All credit policy requirements must be satisfied without any exceptions.

(vii) Consumers must provide full verification documents as per the Lender policy.

(viii) The asset and liability position of the consumer is to be commensurate with the age and personal circumstances of the consumer.

(ix) The valuer instructed to undertake the valuation must be notified at time of instruction that the transaction is of a non-arm's length nature.

(x) The valuation report must have commentary to reflect this and must note the purchase price in all instances.

14. Security Property Postcode Matrix

The below postcodes are applicable, where the Broker Management Tool & Population limits are not available. In that instance, the below categorisations and postcards are to be relied upon.

Acceptable Security Location Postcodes

State	Inner-City	Metro	Non-Metro	Regional
NSW	2000 thru 2005	1000 thru 1920, 2006 thru 2308, 2500 thru 2534, 2555 thru 2574, 2619, 2745 thru 2786	1921 thru 1999, 2312, 2315 thru 2327, 2330, 2333 thru 2335, 2340, 2350, 2380, 2420 thru 2423, 2428 thru 2431, 2440 thru 2448, 2450 thru 2452, 2460, 2478, 2480 thru 2481, 2485 thru 2489, 2535 thru 2541, 2548, 2575 thru 2582, 2590, 2620, 2625, 2640 thru 2641, 2650 thru 2651, 2680, 2720, 2722, 2739, 2795, 2800, 2820 thru 2821, 2830, 2844 thru 2847, 2850, 2852, 2870 thru 2871, 2880, 2898 thru 2899	2309 thru 2311, 2313 thru 2314, 2328 thru 2329, 2331 thru 2332, 2336 thru 2339, 2341 thru 2349, 2351 thru 2379, 2381 thru 2399, 2400 thru 2419, 2424 thru 2427, 2432 thru 2439, 2449, 2453 thru 2459, 2461 thru 2477, 2479, 2482 thru 2484, 2490 thru 2499, 2542 thru 2547, 2549 thru 2554, 2583 thru 2589, 2591 thru 2599, 2618, 2621 thru 2624, 2626 thru 2639, 2642 thru 2649, 2652 thru 2679, 2681 thru 2719, 2721, 2723 thru 2738, 2740 thru 2744, 2787 thru 2790, 2791 thru 2794, 2796 thru 2799, 2801 thru 2819, 282 thru 2829, 2831 thru 2843, 2848 thru 2849, 2851, 2853 thru 2869, 2872 thru 2879, 2881 thru 2897, 2921 thru 2999
ACT		2600 thru 2617, 2619, 2900 thru 2920	0200 thru 0799, 2618	
VIC	3000 thru 3010, 8000 thru 8399	3011 thru 3232, 3235, 3240 thru 3241, 3321, 3328 thru 3340, 3427 thru 3441, 3910 thru 3920, 3926 thru 3944, 3972 thru 3978, 3980 thru 3983, 8400 thru 8899	3280, 3350 thru 3359, 3363, 3377, 3380, 3400, 3460, 3478, 3498 thru 3500, 3550 thru 3556, 3629 thru 3631, 3660, 3677, 3685 thru 3691, 3722,	3233 thru 3234, 3236 thru 3239, 3242 thru 3279, 3281 thru 3320, 3322 thru 3327, 3341 thru 3349, 3360 thru 3362, 3364 thru 3376, 3378 thru 3379, 3381 thru 3399,

State	Inner-City	Metro	Non-Metro	Regional
			3737, 3750 thru 3758, 3765 thru 3820, 3840 thru 3846, 3850, 3880, 3909, 3921 thru 3925, 3979, 3984 thru 3999	3401 thru 3426, 3442 thru 3459, 3461 thru 3477, 3479 thru 3497, 3501 thru 3549, 3557 thru 3628, 3632 thru 3659, 3661 thru 3676, 3678 thru 3684, 3692 thru 3721, 3723 thru 3736, 3738 thru 3749, 3759 thru 3764, 3821 thru 3839, 3847 thru 3849, 3851 thru 3879, 3881 thru 3908, 3945 thru 3971, 8900 thru 8999
QLD	4000 thru 4004, 9000 thru 9299	4005 thru 4228, 4270 thru 4313, 4500 thru 4575, 9400 thru 9596	4229 thru 4269, 4340 thru 4342, 4346, 4350, 4650, 4655, 4680, 4700 thru 4701, 4740, 4750, 4810 thru 4812, 4814 thru 4815, 4817 thru 4818, 4868 thru 4871, 4878 thru 4879	4314 thru 4339, 4343 thru 4345, 4347 thru 4349, 4351, 4352 thru 4369, 4370 thru 4404, 4405 thru 4499, 4576 thru 4610, 4611 thru 4649, 4651 thru 4654, 4656 thru 4670, 4671 thru 4679, 4681 thru 4699, 4702 thru 4719, 4721 thru 4739, 4741 thru 4749, 4751 thru 4801, 4802, 4803 thru 4809, 4813, 4816, 4819 thru 4824, 4826 thru 4867, 4872 thru 4877, 4880 thru 4999, 9300 thru 9399, 9597 thru 9999
SA	5000 thru 5005	5006 thru 5199, 5800 thru 5999	5250 thru 5252, 5290, 5350 thru 5352, 5371 thru 5372	5200 thru 5249, 5253 thru 5289, 5291 thru 5349, 5353 thru 5370, 5373 thru 5799
WA	6000 thru 6004	6005 thru 6214, 6800 thru 6999	6215 thru 6239, 6250 thru 6302, 6330, 6430, 6432, 6434, 6530, 6532,	6240 thru 6249, 6303 thru 6329, 6331 thru 6429, 6431, 6433, 6435 thru 6529, 6531, 6533 thru 6713, 6714 thru 6799
TAS	7000 thru 7003,	7004 thru 7170, 7800 thru 7899	7240 thru 7253, 7276 thru 7277, 7290 thru 7291, 7300, 7307, 7310, 7315, 7320 thru 7322	7171 thru 7239, 7254 thru 7275, 7278 thru 7289, 7292 thru 7299, 7301 thru 7306, 7308 thru 7309, 7311 thru 7314, 7316 thru 7319, 7323 thru 7799, 7900 thru 7999
NT		0800 thru 0820, 0828 thru 0832	0822 0839	0821, 0823 thru 0827, 0833 thru 0838, 0840 thru 0999

High Density Postcodes

NSW	VIC	QLD	SA/WA/NT/TAS
2000, 2017, 2018, 2020, 2077, 2113, 2114, 2121, 2127, 2141, 2142, 2144, 2145, 2150, 2155, 2160, 2170, 2220, 2241, 2250, 2750	3000, 3003, 3004, 3006, 3008, 3011, 3066, 3122, 3123, 3128, 3141, 3145, 3169	4000, 4001, 4002 4003, 4004, 4006, 4101, 4209, 4215, 4217, 4218	5000, 6000, 6001, 6002, 0800, 7000

High Risk Postcode

NSW/VIC	QLD	SA/NT/TAS	WA
2834, 2835, 2880	4184, 4413, 4415, 4455, 4581, 4615, 4671, 4680, 4702, 4709, 4717, 4718, 4720, 4721, 4723, 4742, 4743, 4744, 4745, 4746,	5221, 5601, 5722, 5723, 5725, 7253, 7467, 7469, 7470	6225, 6254, 6390, 6429, 6430, 6432, 6438, 6440, 6442, 6443, 6620, 6642, 6707, 6710, 6713, 6714, 6716, 6718, 6720, 6721, 6722, 6728, 6743, 6751,

NSW/VIC	QLD	SA/NT/TAS	WA
	4801, 4803, 4804, 4805, 4820, 4825, 4874		6753, 6754, 6758, 6760, 6762, 6770, 6799

Excluded Postcode

NSW/VIC	QLD	SA/NT/TAS	WA
3358 3500-3502 3750-3756 3825	4720 4740	5253 5600 7140	6530-6531

14.1 High Risk Postcode Properties

(a) The maximum LVR for residential properties in Metro and Non-Metro locations is 90%.

(b) The maximum LVR for residential properties in regional locations is 65%.

(c) The maximum LVR for commercial properties is 65%

14.2 High Density Postcode Properties

(a) A high-density postcode property is a strata titled apartment which forms part of a development comprising more than 100 apartments in high density postcodes.

(b) A development can comprise more than one (1) tower to reach the 100 apartments.

(c) The following restrictions & conditions apply to this type of security location:

(i) Maximum exposure is limited to 10% of the development.

(ii) at least 2 of the comparable sales in the valuation report must be from similar apartments outside the actual development and only resales within the complex should form part of the additional comparable sales.

(iii) general commentary from the valuer to be noted for such items as oversupply and two-tier marketing if applicable.

(iv) minimum floor size 30m² excluding balcony & car spaces with at least one bedroom separate from the living areas.

(v) Unacceptable Residential Property Types the Lender does not accept residential properties for security that is specialised or has a very limited market.