



SMSF Loans Policy

(Version 1.8 -1 June 2025)

WLTH Ocean Products

1.1 Loan Purpose

Only for purchases or refinances.

1.2 Eligible Consumers

- (a) Trustee of a Self-Managed Super Fund
- (b) The SMSF Trustee must hold a beneficial interest in the security property and must have a right to acquire the property from the Property Trustee and is permitted to borrow in accordance with all relevant legislative requirements and any associated regulations.
- (c) The Property Trustee, which holds the legal interest in the security property on trust for the SMSF, must meet all relevant legislative requirements and any associated regulations.
- (d) Certified copies of all Trust Deeds must be submitted with the loan application.

1.3 Guarantors and Guarantees

- (a) All beneficiaries of the SMSF must be personal guarantors on the loan and must meet all the relevant legislative requirements and any associated regulations.
- (b) SMSF Trustee guarantors are not required to complete an application in their own right unless they are making additional super contributions and these contributions are required to service the loan.
- (c) SMSF Trustee borrowers and guarantors must obtain independent legal advice and proof of such advice is a settlement condition. Independent legal advice can be waived under the following conditions:
 - (i) Where SMSF has had at least one other LRBA with the funder (active or discharged); or
 - (ii) SMSF has been established more than 24 months and ATO registration is current (e.g., tax and annual financial and compliance audits are up to date); and
 - (iii) either
 - (A) Well-established SMSF refinance loans (see section 5.1 (b)); or
 - (B) New purchases where the SMSF has had at least one other LRBA (active or discharged).
- (d) SMSF Trustee borrowers and guarantors must obtain independent financial advice prior to formal approval for Specialist Disability Accommodation properties.

2.1 Residential and Commercial Product and Security Summary

(a) Residential and Commercial Properties Product Summary

Key Parameters	Standard Documentation
Maximum Loan Size	\$3,500,000
Maximum Exposure	\$10,000,000
Minimum Loan Size	\$50,000

Maximum Loan Term (in months)	359
Maximum number of loans	4
Maximum LVR	90% (inclusive of fees) for Residential properties 80% (inclusive of fees) for Commercial properties
Serviceability	NDI 1.00 times cover
Repayment Types	Principal and Interest Interest Only for maximum of 10 years (5 + 5)

(b) Residential and Commercial Properties Maximum Loan Size and LVR Matrix

	LVR (%)	Standard Documentation		
		Inner-City	Metro/Non-Metro	Regional
Existing Dwelling ¹²³	0 - 70.00	\$3,500,000	\$3,500,000	\$3,000,000 ³
	70.01 - 80.00	\$3,500,000	\$3,500,000	n/a
	80.01 - 90.00 ¹	n/a	\$3,000,000 ²	n/a

¹ Maximum LVR greater than 80% is subject to LMI approval.

² Maximum LVR for Metro and Non-Metro postcodes is 90% subject to LMI approval.

³ Maximum LVR for Regional and Unclassified postcodes is 70%.

⁴ Maximum LVR for Commercial properties in Regional and Unclassified postcodes is 65%.

⁵ Maximum LVR for Co-Living, Boarding and Student accommodation properties in Regional and Unclassified postcodes is 65%.

⁶ Maximum LVR for Specialist Disability Accommodation properties in Inner-City, Metro and Non-Metro postcodes is capped at 100% of the Alternate Use.

⁷ Maximum LVR for Specialist Disability Accommodation properties in Regional and Unclassified postcodes is capped at 80% of the Alternate Use.

(c) Residential and Commercial Properties Maximum Loan Size and Repayment Type Matrix

Loan Amount	Standard Documentation	
	P&I	IO
Minimum individual loan	\$50,000	\$50,000
Maximum individual loan	\$3,500,000	\$3,500,000
Maximum aggregate loans per borrower	\$10,000,000	\$10,000,000

(d) Residential and Commercial Properties Maximum Loan Terms

Loan Terms (in months)	Standard Documentation		Alternative Documentation	
	P&I	IO	P&I	IO
Minimum loan term	60	60	N/A	N/A
Maximum loan term	359	359	N/A	N/A
Minimum interest only period	N/A	12	N/A	N/A

Maximum interest only period	N/A	60	N/A	N/A
Minimum fixed rate period	12	12	N/A	N/A
Maximum fixed rate period	60	60	N/A	N/A

(e) Residential Properties Acceptable Loan Purpose

Security Type	Standard Documentation		Alternative Documentation	
	P&I	IO	P&I	IO
Purchase investment property	90%	80%	N/A	N/A
Refinance investment property	80%	80%	N/A	N/A

(f) Commercial Properties Acceptable Loan Purpose

Security Type	Standard Documentation		Alternative Documentation	
	P&I	IO	P&I	IO
Purchase commercial, retail or industrial property	80%	75%	N/A	N/A
Refinance commercial, retail or industrial property	80%	75%	N/A	N/A

(g) Commercial Properties Maximum Loan to Valuation Ratio's

Security Type	Standard Documentation		Alternative Documentation	
	P&I	IO	P&I	IO
Commercial – Torrens Title, Strata Title	80%	75%	N/A	N/A
Industrial – Owner Occupied or Leased	80%	75%	N/A	N/A
Industrial – Tenants	80%	75%	N/A	N/A
Retail – Owner Occupied or Leased	80%	75%	N/A	N/A
Retail – Torrens Title, Strata Title	80%	75%	N/A	N/A
Retail – Tenants	80%	75%	N/A	N/A
Residential ≥ 3 or more on one title	80%	75%	N/A	N/A
Medical/Dental Suites	80%	75%	N/A	N/A
Serviced Apartments	75%	70%	N/A	N/A
Childcare Centre	70%	65%	N/A	N/A
Boarding Houses	70%	65%	N/A	N/A
Retirement Units	70%	65%	N/A	N/A
Student Accommodation	70%	65%	N/A	N/A

3.1 Rental Income Documentation

- (a) Rental income sourced from private arrangements must be supported with 6 months bank statements and the current year's tax return.
- (b) To evidence and verify commercial property rental income the following documents must be provided:
 - (i) Minimum 12 months Rental Statements; and
 - (ii) 3 months Bank Statements.
- (c) Where the commercial property is currently vacant the funder will accept a real estate appraisal which must include details related to the outgoing expenses.

4.1 Serviceability

- (a) Serviceability for SMSF loan applications for new purchases and/or refinances (where income from other assets is required) will be assessed on the following basis;
 - (i) Rental Income in accordance with standard applications.
 - (ii) Income from interest/dividend earnings to be assessed using a minimum deeming rate of 4.0% p.a. or the actual return averaged over the preceding 24 months.
 - (iii) Income from any other assets to be excluded.
 - (iv) No personal servicing is required.
 - (v) Superannuation contributions as follows.
 - i. Regular periodic contributions over a minimum of 6 months (evidenced by YTD payslips or SMSF/Industry fund statements).
 - ii. The average of the last 2 years irregular (evidenced by YTD payslips or SMSF/Industry fund statements). The funder will look to average the contribution that is evident within the current financial year with that of the previous financial year. Essentially, if no contributions were made in the previous year, then the funder will accept 50% of the current year's contributions for servicing assessment. This policy is capped at 80% LVR.
 - iii. The funder will consider a maximum of 10% of gross income for PAYG customers (i.e. any income as noted in PAYG income section of the Standard policy). Accountant's letter is required (template provided) advising that the customers have the capacity to make these additional contributions based on their current circumstances. This policy is capped at 80% LVR.
 - iv. The funder will consider a maximum of 10% of company net profit/loss and director salaries as additional contributions in lieu of SMSF payments. These additional contributions will require 2 years company tax returns and company financials so that the average annual net profit can be accurately determined This policy is capped at LVR 80%.
 - (vi) Standard stress testing of loan repayments applies.

- (vii) Must allow for all ongoing expenses associated with running the SMSF. Running costs associated with the property (e.g., building insurance, tenant insurance, capital works expenditure and depreciation expenses) are not costs associated with running the SMSF. The funder will use the higher of actual running costs, accountants estimate or a minimum of \$1,500 (GST inclusive).
- (b) Loan tenure and repayment behaviour are key determinants when assessing well-established SMSF refinance applications. As a result, the funder will assess the application where the SMSF is switching to a lower cost product and would meet the criteria of a well-established SMSF under the following circumstances.
 - (i) Confirmation that the existing repayment obligations have been met over a minimum of 12 months (no monthly repayment greater than 15 days in arrears); and
 - (ii) Confirmation that there are no indications of any financial deterioration of the SMSF.

4.2 Minimum Serviceability Assessment Rate

- (a) New Loans – a minimum serviceability assessment rate of Actual Consumer Rate plus 2.00%, the prevailing RBA target cash rate plus 3.00% or 5.00%, whichever is higher, is to be used in the serviceability calculations.
- (b) Existing Loans – existing loans include any loans that are either already settled, formally approved, or have finance applications in progress with either the funder 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 30year 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 30year term.
- (c) All loans – A recent copy of all existing loan statements or the consumers comprehensive credit report must be provided with the loan submission to confirm the facility limit. Statements must be less than 7 months old.