Product & Rates Guide

Residential Loans

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Commercial Loans

WITH NO APP FEE

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SMSF Loans

- Residential
- Commercial

For new business, effective 11th May 2026.
Interest rates and product features are current at the date of publication and may change from time to time. For distribution to Better Choice accredited introducers only. Not to be distributed to borrowers. All loan applications are subject to Better Choice's lending criteria and lending policy which may be amended from time to time without notice. The Target Market Determination for Better Choice products can be found on our website. Fees, charges and conditions apply. For more information contact Better Choice on 1300 334 336 or info@betterchoice.com.au.
ABN 79 095 728 868 Australian Credit Licence 378333

	Prime Alt Doc							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 50%	6.74%	6.81%	6.99%	7.06%	6.99%	7.06%	7.14%	7.21%
LVR ≤ 55%	6.94%	7.01%	7.09%	7.16%	7.09%	7.16%	7.24%	7.32%
LVR ≤ 60%	6.94%	7.01%	7.09%	7.16%	7.09%	7.16%	7.24%	7.32%
LVR ≤ 65%	6.94%	7.01%	7.09%	7.16%	7.09%	7.16%	7.24%	7.32%
LVR ≤ 70%	6.99%	7.06%	7.14%	7.21%	7.14%	7.21%	7.29%	7.37%
LVR ≤ 75%	7.04%	7.11%	7.19%	7.26%	7.19%	7.26%	7.34%	7.42%
LVR ≤ 80%	7.14%	7.21%	7.29%	7.37%	7.29%	7.37%	7.44%	7.52%
LVR ≤ 85%	7.84%	7.92%	7.99%	8.07%	7.99%	8.07%	8.14%	8.22%

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

Fees Summary

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

* Excluding legal disbursements and other charges

Risk Fees

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

Maximum Amounts

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

	Specialist Full Doc							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 65%	7.44%	7.52%	7.64%	7.72%	7.64%	7.72%	7.84%	7.92%
LVR ≤ 70%	7.49%	7.57%	7.69%	7.77%	7.69%	7.77%	7.89%	7.97%
LVR ≤ 75%	7.54%	7.62%	7.74%	7.82%	7.74%	7.82%	7.94%	8.02%
LVR ≤ 80%	7.60%	7.68%	7.80%	7.88%	7.80%	7.88%	8.00%	8.08%
LVR ≤ 85%	8.69%	8.77%	-	-	8.89%	8.97%	9.09%	9.17%

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

Fees Summary

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

* Excluding legal disbursements and other charges

Risk Fees

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

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

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

Maximum Loan Amounts

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

Key Features

	Prime Alt Doc & Jumbo	Specialist Full & Alt Doc	Specialist Plus Full & Alt Doc
Maximum Loan Size*	**Prime Alt Doc:** $2,500,000 (single security) **Prime Alt Doc Jumbo:** $5,000,000 (single security)	$2,500,000	$2,000,000
Cash Out	• Unlimited Cash Out to 80% LVR • Business Purposes acceptable • Statutory Declaration required on purpose/usage if cash out is greater than $250,000 NB: Repayment of Tax Debt and refinance / consolidation of Private / Solicitor loans are an unacceptable purpose.	• Unlimited Cash Out to 85% LVR • Business Purposes (incl. Tax debts) • Any worthwhile purpose considered • Statutory Declaration required on purpose/usage if cash out is greater than $250,000 NB: Repayment of Private / Solicitor loans are an acceptable purpose (repayment history must be evident), but cash out is limited to $20,000.	• Unlimited Cash Out to 85% LVR • Business Purposes (incl. Tax debts) • Any worthwhile purpose considered • Statutory Declaration required on purpose/usage if cash out is greater than $250,000 NB: Repayment of Private / Solicitor loans are an acceptable purpose (repayment history must be evident), but cash out is limited to $20,000.
Maximum LVR	• Prime Alt Doc: 85% LVR • Prime Alt Doc Jumbo: 70% LVR • 70% LVR High Density (>50 units in a complex)	85% LVR • 70% LVR High Density (>50 units in a complex) • 75% LVR Centrelink Income • 80% LVR Owner Occupied (Interest Only)	85% LVR • 70% LVR High Density (>50 units in a complex) • 75% LVR Centrelink Income • 80% LVR Owner Occupied (Interest Only)

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

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

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

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

	Prime Alt Doc & Jumbo	Specialist Full & Alt Doc	Specialist Plus Full & Alt Doc
Loan Purpose	• Owner Occupied & Investment • Purchase or Refinance • Debt Consolidation • Cash Out • Business Purposes Accepted	• Owner Occupied & Investment • Purchase or Refinance • Debt Consolidation • Cash Out • Business Purposes Accepted • Tax Debt	• Owner Occupied & Investment • Purchase or Refinance • Debt Consolidation • Cash Out • Business Purposes Accepted • Tax Debt
Minimum Loan Size	$50,000	$50,000	$50,000
Debt Consolidation	Unlimited	Unlimited	Unlimited
Applicant Type	Self Employed (At least one applicant must be self-employed)	PAYG and Self Employed (At least one applicant must be self-employed for Alt Doc)	PAYG and Self Employed (At least one applicant must be self-employed for Alt Doc)
Credit History	Clear	• Unlimited defaults, judgements, or writs from 1 event listed (<$2000, > 1 year paid, > 2 years unpaid are disregarded) • Bankruptcy (Part IX & Part X) Discharged - > 12 months • Mortgage Arrears - 1 event	• Unlimited defaults, judgements, or writs from more than 1 credit event listed (<$2000, > 1 year paid, > 2 years unpaid are disregarded) • Bankruptcy (Part IX & Part X) Discharged - current or < 12 months • Mortgage Arrears - unlimited more than 1 event
Income Documentation (SELF EMPLOYED)	Declaration of Financial Status and any one of the following; • Accountant's verification (provided the Accountant has acted for the applicant(s) for 12 months or greater) • 6 months BAS Statements (annualised) OR • 3 months business bank statements (main transactional account) issued within the last 30 days	Full Doc: Last 1 year Full Business/ Company & Personal Tax returns with ATO notice and 6 months BAS statements Alt Doc: Declaration of Financial Status and any one of the following; • Accountant's verification (provided the Accountant has acted for the applicant(s) for 12 months or greater) • 6 months BAS Statements (annualised) OR • 3 months business bank statements (main transactional account) issued within the last 30 days	Full Doc: Last 1 year Full Business/ Company & Personal Tax returns with ATO notice and 6 months BAS statements Alt Doc: Declaration of Financial Status and any one of the following; • 3 months BAS Statements (annualised) OR • 3 months business bank statements (main transactional account) issued within the last 30 days
Income Documentation (PAYG) ***Applicable for PAYG joint/ co-borrower***	• 2 of the most recent computer generated payslips (including the applicants & employers name, ABN and year to date income) • Copy of the most recent year to date Income statement	• 2 of the most recent computer generated payslips (including the applicants & employers name, ABN and year to date income) • Copy of the most recent year to date Income statement	• 2 of the most recent computer generated payslips (including the applicants & employers name, ABN and year to date income) • Copy of the most recent year to date Income statement
Self Employed Period	24 months	24 months (Full Doc) / 12 Months (Alt Doc)	12 months (Full Doc) / 3 Months (Alt Doc)
ABN Registration	24 months (must be in name of applicant or associated entity linked to applicant)	24 months (Full Doc) / 12 Months (Alt Doc)	12 months (Full Doc) / 3 Months (Alt Doc)
GST Registration	12 months (if required)	12 months (if required)	6 months (Full Doc) / 3 Months (Alt Doc)

	Gold Basic Variable (No offset)							
	Owner Occupied				Investment			
	P&I	Comparison	IO	Comparison	P&I	Comparison	IO	Comparison
LVR ≤ 70%	6.05%	6.08%	-	-	6.25%	6.34%	6.40%	6.49%
LVR ≤ 80%	6.10%	6.13%	-	-	6.30%	6.39%	6.45%	6.54%

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

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

Fees Summary

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

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

Key Features

	Features
Loan Purpose	• Owner Occupied & Investment • Purchase or Refinances • Debt Consolidation • Equity Release
Maximum Loan Size*	$2,000,000
Minimum Loan Size*	$100,000
Max Loan Term	30 Years
Interest Only	Up to 5 Years
Income Documentation (SELF EMPLOYED)	Accepting most recent 1 year business/company tax return and financials + 2 most recent BAS. (24 month ABN registration required)
Construction	Not available

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

Maximum Amounts

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

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

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

Maximum Amounts

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

Fees Summary

	Commercial Term Loan	Commercial Alt Doc	Commercial Lease Doc
Application Fee (Based on total loan amount)	WAIVED NIL – <60% LVR 0.50% – ≤70% LVR 0.60% – <75% LVR 0.70% – ≤80% LVR	WAIVED NIL – <60% LVR 0.50% – ≤70% LVR 0.60% – <75% LVR 0.70% – ≤80% LVR	WAIVED NIL – <60% LVR 0.50% – ≤70% LVR 0.60% – <75% LVR 0.70% – ≤80% LVR
Valuation Fee	At Cost Payable at conditional approval	At Cost Payable at conditional approval	At Cost Payable at conditional approval
Legal Fees	From $770 (Excludes disbursements & other charges)	From $770 (Excludes disbursements & other charges)	From $770 (Excludes disbursements & other charges)
Settlement Fee	Nil	Nil	$599
Monthly Fee	Nil	Nil	Nil
Annual Fee	$395	$395	$395
Document Handling Fee	$25	$25	$25
Early Repayment Fee	1.50% if discharged within 3 years (based on original amount)	1.50% if discharged within 3 years (based on original amount)	1.50% if discharged within 3 years (based on original amount)

	Commercial Term Loan	Commercial Alt Doc	Commercial Lease Doc
Eligibility/Applicant type	Individuals, Partnerships, Corporate or Trust borrowers	Individuals, Partnerships, Corporate or Trust borrowers	Sole traders or individuals Companies with 5 or less directors Discretionary or family trusts
Loan Purpose	Purchase of a new business (new or established) - • Purchase of an acceptable security for: Own business occupation; or investment. • Re-finance of an existing non-residential debt. • Finance for small scale equipment or vehicles. • Release equity for business or investment purpose.	Purchase of a new business (new or established) - • Purchase of an acceptable security for: Own business occupation; or investment. • Re-finance of an existing non-residential debt. • Finance for small scale equipment or vehicles. • Release equity for business or investment purpose.	Investment Only - Purchase or Refinance, Equity release
Minimum Loan Amount	$100,000	$100,000	$100,000
Loan Term	3 - 30 Years	3 - 30 Years	3 - 30 Years
Maximum LVR	80%	80%	80%
Security Location	80% LVR – Cat 1 75% LVR – Cat 2 70% LVR – Cat 3	80% LVR – Cat 1 75% LVR – Cat 2 70% LVR – Cat 3	80% LVR – Cat 1 75% LVR – Cat 2 70% LVR – Cat 3
Interest Only	1-5 Years	1-5 Years	1-5 Years
Cash Out	Yes	Yes	Yes
Commission	NO CLAWBACK	NO CLAWBACK	NO CLAWBACK
Additional Repayments	Yes	Yes	Yes
Redraw	Yes	Yes	Yes
Split Loans	Yes	Yes	

* in aggregate or one loan ^ in aggregate or one loan

Income & Supporting Docs

Commercial Term Loan (Property Secured)	
PAYG	• Two (2) of the three (3) most recent computer-generated payslips (showing as a minimum the applicants name, employer's name and ABN and year to date earnings) and • Latest personal tax return with ATO notice • Other statements as per commercial supporting document checklist as required
Self Employed period 24 months	• Last two (2) years business/ company tax returns & financial Statements with the most recent no older than 18 months old. • Latest personal tax return with ATO notice for all directors / guarantors. • Where a Trust is involved as a borrower or as a guarantor - a Trust Deed (or certified copy) that is signed, dated and stamped together with copies of all Deeds of Variation to the Trust Deed (e.g. appointments of new trustees).

Commercial Alt Doc	
PAYG	• Either 2 of the 3 most recent computer-generated payslips (showing as a minimum the applicants name, employer's name and ABN and year to date earnings) PLUS one other form of verification (PAYG statements, Tax returns, Bank Statements) • 3 months statements from a financial institution showing regular salary credits with the name of the employer evident as a minimum • Other statements as per commercial supporting document checklist as required
Self Employed period 12 months	• Minimum twelve (12) month ABN registration (GST registered if applicable) • Fully completed Gold Commercial Alt Doc Declaration of Financial status Form • PLUS one of the following › Six (6) months ATO lodged BAS › Six (6) months business banking statements › Gold Commercial Accountants Declaration Form (provided the Accountant has acted for the applicant/s for 12 months or greater) • Other statements as per commercial supporting document checklist as required

Commercial Lease Doc	
Income	• Satisfactory lease agreement for the proposed security property in a registrable format. › Lease must have at least 24 months remaining. › Lease must be at arm's length to a third party. • Where the property will not be tenanted until after settlement, a copy of the fully executed lease and evidence of the bond being paid is required prior to settlement. • A draft lease will be acceptable prior to formal approval. Note: No payslips, tax returns / financials or bank statements are required for this product.

Commercial Term Loan (Property Secured) & Alt Doc Loan

Acceptable Applicants

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

Unacceptable Applicants (but not limited to)

- Property Developers

Acceptable Purposes

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

Acceptable Security

Standard Commercial Property:

- Retail premises – E.g. shops, shopping centres
- Offices including professional suites; or
- Industrial premises – E.g. warehouses, garages, industrial sheds
- Boarding Houses
- Medical suites
- Doctor's surgeries
- Mixed use properties
- Multiple units on one title

Specialised/Non-Standard property

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

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

Unacceptable Securities

- Development sites/construction
- Vacant Land
- Flood affected properties
- Service stations
- Contaminated or potentially contaminated sites
- Properties adversely affected by subsidence or land slip
- Englobo Land
- Student accommodation
- Caravan parks
- Hotels
- Hostels/Backpackers
- Childcare centres
- Retirement villages

ABN Registration

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

Cash Out

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

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

GST Registration

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

Serviceability

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

Commercial Lease Doc Facility

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

Unacceptable Applicants (but not limited to):

- Property Developers

Acceptable Purpose:

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

Unacceptable Purpose

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

Rental Income

Rental Income where property is leased to a 3rd party rental income will be assessed at 80% of the gross rental where outgoings are paid by the owner. 100% of rental income can be included where outgoings are paid by the tenant.

Debt Servicing

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

Easy Refinance for Commercial Alt Doc Loans

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

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

	Residential SMSF			
	P&I	Comparison	IO	Comparison
LVR ≤ 50%	7.09%	7.17%	7.24%	7.32%
LVR ≤ 60%	7.09%	7.17%	7.24%	7.32%
LVR ≤ 65%	7.09%	7.17%	7.24%	7.32%
LVR ≤ 70%	7.19%	7.27%	7.34%	7.42%
LVR ≤ 75%	7.29%	7.37%	7.44%	7.52%
LVR ≤ 80%	7.35%	7.43%	7.50%	7.58%

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

Fees Summary

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

* Excluding legal disbursements and other charges

Maximum Amounts

	Postcodes	Commercial	Residential
LVR ≤65%	Category 1	$5.00m	$2.50m
	Category 2	$3.00m	$1.50m
	Category 3	$1.50m	$1.00m
LVR ≤70%	Category 1	$5.00m	$2.50m
	Category 2	$3.00m	$1.25m
	Category 3	$1.50m	$500k
LVR ≤75%	Category 1	$3.50m	$2.00m
	Category 2	$3.00m	$1.00m
	Category 3	-	$500k
LVR ≤80%	Category 1	$2.75m	$1.50m
	Category 2	-	$1.00m
	Category 3	-	-

Commercial SMSF Loan Policy

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

Acceptable Purposes
Purchase or refinance of an acceptable standard commercial property including but not limited to:
Shop fronts, Offices, Industrial Units, Factories, Warehouses, Mixed Residential & commercial use, Medical / Professional Suites.

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

Applicants

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

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

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

Acceptable Security
The following security types are acceptable for commercial SMSF loans:
Shop fronts, Offices, Industrial Units, Factories, Warehouses, Mixed Residential & Commercial Use, Medical / Professional Suites.
Note:
- All security properties must be multi-use
- Specialised security is not acceptable
- Registered first mortgage only (no second mortgages)

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

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

Rental Income Documentation
Rental income sourced from private arrangements must be supported with 6 months bank statements and the current years tax return.
To evidence and verify commercial property rental income the following documents can be used:
- Minimum 12 months Rental Statements
- 6 Months Bank Statements
- Commercial Lease

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

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

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

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

1. Loan was settled over 12 months ago with clean repayment conduct on this loan
2. Credit Report for borrower, Guarantors and any associated entity to be clean with nothing adverse evident
3. Security currently tenanted and has been rented for 9 out of the last 12 months
4. Satisfactory benefit to borrower with a lower interest rate and new P&I repayments must be lower than the existing P&I repayments
5. LVR must be less than or equal to 80%

If all the above criteria is met, then a full servicing assessment is not required to be undertaken. Rental income for well-established SMSF refinance applications must be supported with a minimum of 12 months CMA bank account statements along with current rental statement and/or Rental Lease Agreement. Refer to Easy Refinance Checklist for Eligibility Criteria and required Verification Documents.

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

* in aggregate or one loan   ^ in aggregate or one loan

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