

ALTD OC - 8th April 2024	NAVY	OCEAN	PURPLE	RED
ABN Period	24m (Prime) 12m (NP&+) 6m (Spec)	24m (Prime) 12m (NP&+) 6m (Spec)	12m (Prime + NP) 6m (others)	24m (Prime) 12m or 6m with >2 yr experience (NP)
Acreage: Residential - >100 acres (40ha)	n/a	Yes	Yes	n/a
Acreage: Residential - Max 100 acres (40ha)	n/a	Yes	Yes	n/a
Acreage: Residential - Max 25 acres (10ha)	Yes	Yes	Yes	Yes
Arrears - Minor	Specialist	NP: <1 mth Paid (mtge) Other: 1 mth	Prime: Non Mortgage arrears: 1m paid in 7 days	Paid in Full up to 7 days (last 6 mths)
ATO Debt	Yes (Near Prime)	Yes (Near Prime)	YES (Prime & NP)	YES (Prime & NP)
BAS - Min Req'd	12 mths	24 12 6m	12 mths	24 12m
BAS Calculator	Use BC Calc	Use Allstate Calc	Use LT Calc	Use Allstate Calc
Broker Mandate: Comm (Outsource Broker - OK)	Yes	Yes (Max 2.0%)	Yes (Max 1.25%)	No (go direct 2 client)
Broker Mandate: Resi (Outsource Broker - n/a)	Yes	Yes (Max 2.0%)	Yes (Max 1.25%)	No (go direct 2 client)
Bundling: OO + INV securities with same lender	OO rate applies if cross-collateralised. Pricing Request if Stand Alone.	N/a	Must be crossed on same loan - Combined LVR applies.	N/a
Business Debts	YES (Prime & NP)	YES - NP only	YES (Prime & NP)	Max \$500k SE Prime & NP
Can Decrease Trail (Rate 2 Borrower)	No	No	Yes	No
Can Decrease Upfront (App Fee)	No	No	Yes	No
Can Increase Trail (Rate 2 Borrower)	No	No	Yes	No
Can Increase Upfront (App Fee)	No	No	Yes	No
Cash Out	Unlimited (Prime & NP)	Unlimited	Unlimited	Max \$1.5m - Declaration >\$500k
CCR - Credit Report	YES	n/a	n/a	n/a
Clawback	100% 1 Yr 50% 18m	Nil	Nil	2 Yrs Diminishing
Commercial	YES (No Clawback)	YES (No Clawback)	YES (No Clawback)	YES (No Clawback)
Common Debt Reducer	50% Rent / 100% Debt unless proof non-applicant pays 50% of payments	50% Rent / 100% Debt (Prime) OO: 50% Rent / 50% Debt INV: 100% Rent / 100% Debt + NG (NP)	100% Rent / 100% Debt. Must prove other party is employed & debt is Up To Date.	50% Rent / 100% Debt
Conflict of Interest: Acct	No Conflict - Acct Dec OK	BAS Only	No Conflict - Acct Dec OK	BAS Only

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Construction	n/a	n/a	YES	n/a
Credit Scoring	CS >600 ; NSI >\$500; DTI <6.0	n/a	n/a	n/a
Debt To Income Ratio [DTI]	No restriction	Not restrictive & mitigated with Inv Income (have done >8)	6 - but if <6 can be mitigated with additional income that may have been excluded from servicing initially	PAYG+ inv (6.5x) SE & PAYG+ inv (7x) SE & inv income (8x)
Defaults - Pime	Max 2 Telco <\$1k ea	<\$500	Max 2<\$1k ea	Non Financial <\$500
Defaults - Near Pime	Max 2 Telco <\$1k ea NP: <\$2k; Paid >1 Yr ignored; 1x Default Event;	Unlimited Paid or Unpaid <\$1k, Max 2 listed >1 Yr	Paid >2 Yrs & <5 Yrs ignored; Multiple Pd or Unpaid due to 1 Life event	Unlimited <\$1k or >2 yrs
Digital Signatures: Application Form	Yes - Docusign or equivalent	Any e-signature on any form.	Digital signatures via Adobe accepted - application form.	Yes - Docusign or Adobe with Audit Trail
Digital Signatures: Other Forms	Yes - Docusign or equivalent	Any e-signature on any form.	Digital signatures via Adobe accepted - application form.	Wet signatures all other forms
Discharged Bankrupt	1 Year (NP) <1 Yr (Specialist)	1 Year (NP) 1 Day (Specialist)	>2 Yr (NP) >1 Yr (NP+)	3 Yrs (Recharge) 2 Yrs (Refresh)
DOCUSIGN	Docusign available for all loan products	YES - Individuals only.	YES - Individuals only.	Vic, NSW , SA (some Qld) can be signed electronically
Employment: Casual (Near Prime)	Min 6m current + 6m prior [46 weeks]	6m current or 1 Yr same industry	3 months [48 weeks] - industry experience may be required	Min 6 mths - 100% Same for 2nd Job.
Employment: Casual (Prime)	Min 6m current + 6m prior [46 weeks]	12 months	3 months [48 weeks] - industry experience may be required	Min 6 mths - 100% Same for 2nd Job.
Employment: Full Time (Near Prime)	3 mths current or 12 mths industry	3 mths current or 12 mths industry	No minimum - industry experience may be required	No Minimum with previous evidence similar role & industry.
Employment: Full Time (Prime)	3 mths or 2 yrs industry experience	6 mths current or 12 mths industry	No minimum - industry experience may be required	No Minimum with previous evidence similar role & industry.
Employment: Part Time (Near Prime)	3 mths current or 12 mths industry	3 mths current or 1 Yr industry	3 months - industry experience may be required	No Minimum with previous evidence similar role & industry.
Employment: Part Time (Prime)	3 mths current or 12 mths industry	6 mths current or 12 mths industry	3 months - industry experience may be required	No Minimum with previous evidence similar role & industry.
Early Repayment Fee (ERF): Loan ino Company	No ERF on Residential Security	YES	YES	No ERF on Residential Security
Exit Strategy [Retirement Age]	[90 yrs]	Common Sense	Required if >50 yrs. [80yrs]	[80 yrs]
Fixed Rates: 1-5 Years	YES (Var Rate + 0.05% Rate Loading)	n/a	n/a	n/a
Offset Account (Variable Rate Only)	YES (0.10% Rate Loading)	n/a	n/a	n/a
Loan Statements Required	Only Loans being refinanced	Only Loans being refinanced	Only Loans being refinanced	All loans (6m) + 1m unsecured (car, p/l); 1 mth transaction statement
Max Loan Size:	\$1.75m - 65% \$1.5m - 70% \$1.25m - 75% \$1.0m - 80%	\$1,750,000 - 80% \$2,000,000 - 75%	\$5.0m - 75% \$2.0m - 80%	\$5.0m - 75% Cat 1 \$3.5m - 75% Cat 2
Nominal Rent (Rent Free Scenarios)	Can waive with a rent-free letter.	\$500pm Single \$650pm Couple	Can Waive with Stat Dec	\$1,000 pm

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No Risk Fee	No Risk Fee on Prime Loans to 80%		No Risk Fee - refer App Fee	\$2.0m - 80% (no Risk Fee)
Part IX	>1 Yr (NP) <1 Yr (Spec)	Near Prime + (ONYX)	Treated like bankruptcy >2 Yr (NP) >1 Yr (NP+)	18 mths (Recharge) 1 Day (Refresh)
Security vs Purpose	Security determines Rate (not Purpose)	No - Purpose determines Rate	No - Purpose determines Rate	No - Purpose determines Rate
Servicing	40%	Acct Dec or BAS	BAS - Excl Wages Paid	Acct Dec or BAS
Servicing: Assess as a Single	n/a	Yes with proof partner is self-sufficient	Case by Case	As an Exception
SMSF	n/a	YES (No Clawback)	YES (No Clawback)	YES (No Clawback on Commercial)
UBER	Standard Self-Employed policies apply - Altdoc or FD.	Full Doc only - 2 yrs.	Yes with Acct Letter	Yes
Unlimited Debt Consolidation	YES (Prime & NP)	YES - NP only	YES (Prime & NP)	YES (Prime & NP)
Vacant Land - Commercial	n/a	YES - max 65%	n/a	n/a
Vacant Land - Residential	n/a	YES - max 75% (5 acres)	YES - max 50% (2 Yrs)	YES - max 80% (1 acre) Can be used as additional security
Visas: Bridging Temporary (1 Yr to run)	Yes - Refer List	Yes - Refer List (No Bridging)	Yes - Refer BDM (No Bridging)	n/a
Xpat	Yes (No Clawback)	n/a	n/a	n/a

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