

INTEREST RATE & COMMISSION SCHEDULE

Effective 13th March 2019

SPECIAL PROMOTIONS

FLEXI OPTIONS PRODUCT RANGE

Offer 1: Flexi Options Owner Occupied P&I Special

			Commission Paid (excluding GST)	
			Upfront	Trail
Variable	LVR ≤ 80%	3.79%	0.60%*	0.15%
Variable	LVR > 80% up to 90%	4.06%	0.60%*	0.15%

Offer 2: Flexi Options Investment Specials

			Commission Paid	
(excluding GST)			Upfront	Trail
Variable P&I	LVR ≤ 80%	3.99%	0.60%*	0.15%
Variable P&I	LVR > 80% up to 90%	4.26%	0.60%*	0.15%
Variable IO	LVR ≤ 80%	4.39%	0.60%*	0.15%
Variable IO	LVR > 80% up to 90%	4.79%	0.60%*	0.15%

This special promo is only where the loan amount is over \$250,000. For applications lodged on or after 17th September 2018, this special offer may be withdrawn at any time. (Not to be used in conjunction with any other offer).

SMART PRO SPECIAL OFFER

Offer 1: Smart Pro Special Offer

Promo ends 22nd Apr 2019

For all Smart Pro loans over \$250,000 we are waiving the standard valuation fee and also waiving the on-going fees for the life of the loan. Loans must be submitted by close of business 22nd April 2019 and settle by Friday, 26 July 2019. Offer applies to new loans only, multiple or prestige properties may incur additional valuation charges. Please contact your BDM for details.

AGILE SPECIAL OFFER

Offer 2: Agile No Risk Fee Special Offer

Until Further Notice

For all Specialist Loans with an LVR of 70% or less we are waiving the Risk Fee on both Full Doc and Alt Doc facilities. Valid for all new applications until further notice. Offer applies to new loans only. Contact your BDM for details.

Information contained in this document is for internal use only and not intended for consumer distribution. Unless specified, Special offers are subject to change without notice.

INTEREST RATE & COMMISSION SCHEDULE

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SMART PRO PRODUCT RANGE

OWNER OCCUPIED RATES

Variable Rates

Loan Amount	<\$200,000			≥ \$200,000		
LVR	≤80%	80.01%-90%	90% +	≤80%	80.01%-90%	90% +
Smart Pro OO P&I	4.23%	4.38%	4.53%	3.84%	4.31%	4.44%
Smart Pro OO IO	4.78%	4.93%*	-	4.59%	4.86%*	-

*Construction Loans only

Fixed Rates

LVR	≤80%	80.01% - 90%	90% +
Smart Pro OO Fixed P&I			
1 year	3.97%	4.09%	4.22%
2 year	4.03%	4.15%	4.28%
3 year	4.07%	4.19%	4.32%
4 year	4.57%	4.69%	4.82%
5 year	4.57%	4.69%	4.82%

INVESTMENT RATES

Variable Rates

Loan Amount	<\$200,000		≥ \$200,000	
LVR	≤80%	80.01%-90%	≤80%	80.01%-90%
Smart Pro INV P&I	4.65%	4.65%	4.14%	4.73%
Smart Pro INV IO	5.20%	5.20%*	4.71%	5.28%*

*Construction Loans only

Fixed Rates

LVR	≤80%	80.01% - 90%
Smart Pro INV Fixed P&I		
1 year	4.39%	4.51%
2 year	4.45%	4.57%
3 year	4.49%	4.61%
4 year	4.99%	5.11%
5 year	4.99%	5.11%

NOTE: For Interest Only Fixed Loans add 0.55% to all rates

COMMISSIONS (UNLESS OTHERWISE STATED)

UPFRONT PAID* ex GST : 0.70% TRAIL PAID ex GST :

Clawback Period	Mths 1-6	Mths 6-12	Mths 13-18	Mths 19-24	Year 3
SMART PRO PRODUCT RANGE	100%	100%	70%	50%	25%

*Upfront commission paid based on amount drawn down on the 5th calendar day post settlement (excludes construction which is paid on facility)

INTEREST RATE & COMMISSION SCHEDULE

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FLEXI OPTIONS PRODUCT RANGE

FULL DOC RATES

Variable Rates

Product Name	LVR	Owner Occupied			Investment	
		≤ 80%	> 80%-90%	> 90%	≤ 80%	> 80%-90%
Flexi Options Variable Home Loan (P&I) Special		3.79%	4.06%	-	3.99%	4.26%
Flexi Options Variable Home Loan (IO) Special		-	-	-	4.39%	4.79%
Flexi Options Variable Home Loan (P&I) Standard		3.97%	4.17%	4.71%	4.27%	4.47%
Flexi Options Variable Home Loan (IO) Standard		4.97%	N/A	N/A	4.47%	4.79%

Fixed Rates

Product Name	Owner Occupied		Investment	
	P&I	IO	P&I	IO
Flexi Options Fixed Home Loan (P&I or IO)				
1 year	3.99%	4.64%	4.29%	4.49%
2 year	3.95%	4.70%	4.15%	4.45%
3 year	3.95%	4.74%	4.15%	4.45%
4 year	4.85%	5.24%	4.95%	5.66%
5 year	4.95%	5.24%	5.05%	5.66%

COMMISSIONS (UNLESS OTHERWISE STATED)

	UPFRONT PAID* ex GST	TRAIL PAID ex GST
• Variable Full Doc Special Offers	0.60%	0.15%
• All other standard Flexi Options lending solutions (upfront fees payable).	0.70%	0.15%

Clawback Period	Mths 1-6	Mths 6-12	Mths 13-18	Mths 19-24	Year 3
FLEXI OPTIONS PRODUCT RANGE	100%	100%	-	-	-

*Upfront commission calculated based on the drawn amount less any offset balance as at the end of the month the loan settled.

INTEREST RATE & COMMISSION SCHEDULE

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AGILITY PRODUCT RANGE

PRIME HOME LOAN RATES

Product Name	Owner Occupied		Investment	
	P&I	IO	P&I	IO
Agile Full Doc ≤ 80% LVR	4.22%	4.42%	4.52%	4.72%
Agile Full Doc ≤ 90% LVR	4.49%	-	4.79%	-
Agile Full Doc > 90% LVR	4.69%	-	4.99%	-
Agile No LMI 85%	4.99%	-	5.34%	5.49%
Agile Non Gen Savings ≤ 90% LVR	4.99%	-	-	-
Agile Non Gen Savings > 90% LVR	4.99%	-	-	-
Agile Alt Doc ≤ 70% LVR	4.99%	5.14%	5.29%	5.44%
Agile Alt Doc > 70% LVR	5.09%	5.24%	5.39%	5.54%

SPECIALIST HOME LOAN RATES

FULL DOC Owner Occupied *	LVR							
	≤ 0.70%		≤ 0.80%		≤ 0.85%		≤ 0.90%	
	P&I	IO	P&I	IO	P&I	IO	P&I	IO
Agile Clear FullDoc Home Loan	5.84%	5.99%	6.19%	6.34%	6.81%	-	7.46%	-
Agile Plus FullDoc Home Loan	6.36%	6.51%	6.89%	7.04%	7.46%	-	-	-
Agile Assist FullDoc Home Loan	7.04%	7.19%	7.69%	7.84%	8.56%	-	-	-
ALT DOC Owner Occupied *	LVR							
	≤ 0.70%		≤ 0.80%		≤ 0.85%		≤ 0.90%	
	P&I	IO	P&I	IO	P&I	IO	P&I	IO
Agile Clear AltDoc Home Loan	5.94%	6.09%	6.29%	6.44%	7.41%	-	8.11%	-
Agile Plus AltDoc Home Loan	6.67%	6.82%	7.67%	7.82%	8.24%	-	-	-
Agile Assist AltDoc Home Loan	7.37%	7.52%	8.22%	8.37%	9.29%	-	-	-

*** NOTE: For Investment Loans add 0.30% to all above rates**

COMMISSIONS (UNLESS OTHERWISE STATED)

UPFRONT PAID* ex GST: **0.70%** TRAIL PAID ex GST : **0.15%**

Clawback Period	Mths 1-6	Mths 6-12	Mths 13-18	Mths 19-24	Year 3
AGILITY - PRIME LENDING	100%	100%	75%	50%	25%
AGILITY - SPECIALIST LENDING	50%	50%	-	-	-

*Upfront commission payable on facility limit

INTEREST RATE & COMMISSION SCHEDULE

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RENEW / RESTART PRODUCT RANGE

Product Name	LVR							
	0 - 55%	55.01 - 65%	65.01 - 70%	70.01 - 75%	75.01 - 80%	80.01 - 85%	85.01 - 90%	90.01 - 95%
Renew Full Doc <small>Owner Occupied P&I Only</small>	3.99%	4.15%	4.19%	4.25%	4.35%	4.59%	4.74%	4.94%
Renew Full Doc Construction <small>Owner Occupied Only</small>	3.89%	4.15%	4.19%	4.24%	4.64%	4.74%	4.94%	5.14%
Renew Ultra Full Doc	4.75%	4.75%	4.75%	4.94%	4.94%	5.09%	5.47%	5.80%
Renew Ultra Full Doc Construction <small>Investment Only</small>	4.75%	4.75%	4.75%	4.94%	X	X	X	X
Renew Alt Doc <small>Owner Occupied P&I Only</small>	4.49%	4.99%	5.04%	5.14%	5.24%	X	X	X
Renew Alt Doc Construction <small>Owner Occupied Only</small>	NCA	NCA	NCA	NCA	NCA	X	X	X
Renew Ultra Alt Doc	4.99%	5.42%	5.63%	5.68%	5.78%	X	X	X
Renew Ultra Alt Doc Construction <small>Investment Only</small>	NCA	NCA	NCA	NCA	X	X	X	X
Renew Near Prime Full Doc	5.41%	5.41%	5.69%	5.95%	6.10%	6.47%	6.73%	7.74%
Renew Near Prime Full Doc Construction <small>O/O Only</small>	NCA	NCA	NCA	NCA	NCA	NCA	NCA	NCA
Renew Near Prime Ultra Full Doc	5.56%	5.56%	5.84%	6.10%	6.25%	6.62%	6.88%	7.89%
Renew Near Prime Alt Doc <small>O/O Only</small>	5.80%	5.80%	6.04%	6.41%	6.41%	7.10%	X	X
Renew Near Prime Alt Doc Construction <small>O/O Only</small>	NCA	NCA	NCA	NCA	NCA	NCA	X	X
Renew Near Prime Ultra Alt Doc	5.95%	5.95%	6.19%	6.56%	6.56%	7.25%	X	X
Restart Full Doc	5.83%	5.83%	6.49%	6.62%	6.89%	7.32%	7.99%	8.19%
Restart Ultra Full Doc	6.24%	6.48%	6.95%	7.52%	7.83%	X	X	X
Restart Alt Doc	6.10%	6.10%	6.71%	7.28%	7.58%	7.90%	X	X
Restart Ultra Alt Doc	6.65%	6.65%	7.32%	7.68%	X	X	X	X

Mortgage Risk fees : These apply for all interest rate cells highlighted above. In addition, a 0.5% Risk fee Loading will apply on all Restart loans above \$1m. Maximum LVR where security is vacant land is 65% inclusive of fees.

NCA: Not Current Available

COMMISSIONS (UNLESS OTHERWISE STATED)

PRODUCT	UPFRONT PAID* ex GST	TRAIL PAID ex GST
Prime	0.65%	0.15%
Near Prime	0.65%	0.15%
Specialist	0.65%	0.15%

Clawback Period	Mths 1-6	Mths 6-12	Mths 13-18	Mths 19-24	Year 3
RENEW (Prime) PRODUCT RANGE	100%	100%	50%	-	-
RENEW (Near Prime) & RESTART PRODUCT RANGE	100%	75%	50%	-	-

* Upfront commission payable on facility limit

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RESI Relationship Managers

Name	E-mail	Phone
Scenarios	brokersupport@resi.com.au	1800 737 448
Craig Herden Relationship Manager	Craig.Herden@resi.com.au	0478 537 841
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Tony Wakim Relationship Manager	Tony.Wakim@resi.com.au	0416 409 100
Rimi Begum Broker Support	Rimi.Begum@resi.com.au	1800 737 448

For any queries on rates or products, please contact one of your Relationship Managers for assistance.

Important Notes

Interest Rate Schedule

This Interest Rate Schedule is to be read in conjunction with the relevant individual product specifications available on our website and in conjunction with the borrowers' loan contracts.