

# Product Matrix

1 April 2024

LVR %	PRIME				NEAR PRIME			
	Full Doc Rate	Full Doc Risk Fee	Alt Doc Rate	Alt Doc Risk Fee	Full Doc Rate	Full Doc Risk Fee	Alt Doc Rate	Alt Doc Risk Fee
60	7.29%	-	7.39%	-	7.64%	0.50%	7.74%	0.50%
65	7.29%	-	7.39%	-	7.64%	0.50%	7.74%	0.50%
70	7.29%	-	7.39%	-	7.64%	0.50%	7.74%	0.50%
75	7.44%	-	7.54%	-	7.89%	1.00%	7.99%	1.25%
80	7.44%	-	7.54%	-	7.89%	1.00%	7.99%	1.25%
85	7.99%	-	8.49%	0.50%	8.54%	1.50%	8.64%	2.00%
90	8.39%	1.00%	9.49%	2.00%	9.04%	2.00%	9.69%	2.50%

No Lender's Mortgage Insurance on any Connective Elevate loan

LVR %	SPECIALIST				SPECIALIST +			
	Full Doc Rate	Full Doc Risk Fee	Alt Doc Rate	Alt Doc Risk Fee	Full Doc Rate	Full Doc Risk Fee	Alt Doc Rate	Alt Doc Risk Fee
60	8.54%	0.75%	8.64%	1.00%	9.59%	1.00%	9.69%	1.50%
65	8.54%	0.75%	8.64%	1.00%	9.59%	1.00%	9.69%	1.50%
70	8.54%	0.75%	8.64%	1.00%	9.59%	1.00%	9.69%	1.50%
75	8.74%	1.50%	8.84%	1.50%	9.74%	1.50%	9.94%	2.50%
80	8.74%	1.50%	8.84%	2.00%	9.74%	2.00%	9.94%	2.50%
85	9.74%	2.00%	9.84%	3.00%	-	-	-	-

The above rates apply to Owner Occupied P&I loans only.

LVR %	SMSF
	Residential Rate
60	7.14%
65	7.34%
70	7.34%
75	7.84%
80	7.84%

**Loadings:**

- Investment loans +0.30%
- Interest Only loans +0.30% (including SMSF)
- Line of Credit loans +0.30%
- Large loan loading +0.50% for >\$1.5m Near Prime, >\$1m Specialist/Specialist +

**Max LVRs**

- Up to 90% LVR for Sydney, Melbourne and other large capital and regional cities
- Up to 90% LVR for Owner Occupied and Investment P&I and Interest Only on Prime and Near Prime Full Doc and Alt Doc
- Up to 85% LVR for Owner Occupied and Investment P&I and Interest Only loans on Specialist Full Doc and Alt Doc
- Up to 80% LVR for Owner Occupied and Investment P&I Interest Only loans on Specialist+

## PRIME

## NEAR PRIME

Full Doc

Alt Doc

Full Doc

Alt Doc

## Income

<b>Full-time employment</b>	12 months of continuous employment with no more than 2 employers	Current employer >3 months, OR 12 months' continuous employment with no more than 2 employers
<b>Part time employment</b>	>6 months with current employer	>3 months with current employer
<b>Casual</b>	> 6 months with current employer and 12 months continuous employment (no gaps)	>6 months with current employer and >12 months with continuous employment (no gaps)
<b>Contract</b>	Max 2 employers in 12 months	>12 months in industry
<b>Overtime</b>	100% if a condition of employment or 80% if regular >6 months	100% if regular >6 months
<b>Commissions and bonuses</b>	100% evidenced last 2 years (average)	100% evidenced last 12 months
<b>Probation</b>	Accepted, subject to 12 months continuous employment in previous role	Accepted
<b>Workers Compensation</b>	Not accepted	100% accepted, must be ongoing until retirement
<b>Child support</b>	100% accepted. Children up to age 12, CSA assessment dated <6 months and 3 months statements	100% accepted. CSA assessment or 3 months statements
<b>Family Tax Benefit</b>	100% accepted. A & B only acceptable for children up to the age of 12	100% accepted. A & B only
<b>Car allowance</b>	100% if condition of employment	100% if condition of employment
<b>Fully maintained car</b>	Max \$5,000 per annum	Max \$5,000 per annum
<b>Rental income</b>	80% of gross rental income for existing and proposed residential investment, commercial and Airbnb/holiday let properties.	80% of gross rental income for existing and proposed residential investment, commercial and Airbnb/holiday let properties.

## Verification Documents

<b>PAYG</b>	2 most recent payslips, with at least one dated within 4 weeks of application.		2 most recent payslips, with at least one dated within 4 weeks of application.	
<b>ABN &amp; GST</b>	ABN 24 months, GST 12 months		ABN 12 months, GST 1 day	
<b>Self-Employed</b>	We will accept an average of the last 2 years tax returns (or the latest year if lower), for self-employed income.	One of: 6 months' business bank statements, OR 6 months' BAS, OR accountants letter.	1 years' tax returns & NOA.	One of: 6 months' business bank statements, OR 6 months' BAS, OR accountants letter.
	For Full-doc self-employed salaried income for borrowers who are shareholders/directors paying themselves a salary - 6 months of salaried income (via 1 payslip with 6 months of year-to-date), 6 months' salary credits to a bank account, or an ATO income statement confirming 6 months YTD, a MyGov or Notice of Assessment (NoA). Additionally, a signed and dated attestation letter from the company's accountant on official letterhead, confirming the company's ongoing capability to continue paying the declared salary.			
<b>Rental income</b>	Existing - either 1 month statement if the property is rented through a managing agent/real estate or 3 months rental credits on bank statements if private.		Existing - either 1 month statement if the property is rented through a managing agent/real estate or 3 months rental credits on bank statements if private.	
	Proposed - Valuation rental figure (if on our application) or Real Estate agent appraisal letter (if not on our application).		Proposed - Valuation rental figure (if on our application) or Real Estate agent appraisal letter (if not on our application).	
<b>Mortgage Conduct</b>	6 months' statements (owner-occupied property plus any other mortgage properties being refinanced)		6 months' statements (owner-occupied property plus any other mortgage properties being refinanced)	
<b>Unsecured debts being refinanced</b>	Most recent one month statement.		Most recent one month statement.	

## Credit Impairments &amp; Refinance

<b>Mortgage Arrears</b>	None	<1 month arrears
<b>Defaults/judgements</b>	Ignored if paid up to \$500	<\$2000 or >24 months ignored
<b>Discharged bankruptcy</b>	Not accepted	Acceptable if > 2 years
<b>Maximum Debt Consolidation</b>	Unlimited (can pay out private loans with 6 months repayment history, excludes ATO debt)	Unlimited (can payout ATO debt and private loans with interest capitalised)
<b>Cash-out*</b>	Unlimited	Unlimited
<b>Line of Credit*</b>	Max 50% of Loan amount	Max 50% of Loan amount

\*evidence required when cash out is more than \$200,000 or &gt;50% of the security value

## SPECIALIST

## SPECIALIST+

Full Doc

Alt Doc

Full Doc

Alt Doc

### Income

<b>Full-time employment</b>	Current employer >3 months, OR 12 months' continuous employment	Current employer >3 months, OR 12 months' continuous employment
<b>Part time employment</b>	>3 months with current employer	>3 months with current employer
<b>Casual</b>	>6 months with current employer and >12 months continuous employment (no gaps)	>6 months with current employer and >12 months continuous employment (no gaps)
<b>Contract</b>	>12 months in industry	>12 months in industry
<b>Overtime</b>	100% if regular >6 months	100% if regular >6 months
<b>Commissions and Bonuses</b>	100% evidenced last 12 months	100% evidenced last 12 months
<b>Probation</b>	Accepted	Accepted
<b>Workers Compensation</b>	100% accepted, must be ongoing until retirement	100% accepted, must be ongoing until retirement
<b>Child support</b>	100% accepted. CSA assessment or 3 months statements	100% accepted. CSA assessment or 3 months statements
<b>Family Tax Benefit</b>	100% accepted. A & B only	100% accepted. A & B only
<b>Car allowance</b>	100% if condition of employment	100% if condition of employment
<b>Fully maintained car</b>	Max \$5,000 per annum	Max \$5,000 per annum
<b>Rental income</b>	80% of gross rental income for existing and proposed residential investment, commercial and Airbnb/ holiday let properties.	80% of gross rental income for existing and proposed residential investment, commercial and Airbnb/ holiday let properties.

### Verification Documents

<b>PAYG</b>	2 most recent payslips, with at least one dated within 4 weeks of application.		2 most recent payslips, with at least one dated within 4 weeks of application.	
<b>ABN &amp; GST</b>	ABN 6 months, GST 1 day		ABN 6 months, GST 1 day	
<b>Self-Employed</b>	1 years' tax return & NOA.	One of: 6 months' business bank statements, OR 6 months' BAS, OR accountants letter <sup>^</sup>	1 years' tax return & NOA.	One of: 6 months' business bank statements, OR 6 months' BAS, OR accountants letter <sup>^</sup>
	For Full-doc self-employed salaried income for borrowers who are shareholders/directors paying themselves a salary - 6 months of salaried income (via 1 payslip with 6 months of year-to-date), 6 months' salary credits to a bank account, or an ATO income statement confirming 6 months YTD, a MyGov or Notice of Assessment (NoA). Additionally, a signed and dated attestation letter from the company's accountant on official letterhead, confirming the company's ongoing capability to continue paying the declared salary.			
<b>Rental income</b>	Existing - either 1 month statement if the property is rented through a managing agent/real estate or 3 months rental credits on bank statements if private. Proposed - Valuation rental figure (if on our application) or Real Estate agent appraisal letter (if not on our application).		Existing - either 1 month statement if the property is rented through a managing agent/real estate or 3 months rental credits on bank statements if private. Proposed - Valuation rental figure (if on our application) or Real Estate agent appraisal letter (if not on our application).	
<b>Unsecured debts being refinanced</b>	Most recent one month statement.		Most recent one month statement.	
<b>Mortgage Conduct</b>	6 months' statements (owner-occupied property plus any other mortgage properties being refinanced)		6 months' statements (owner-occupied property plus any other mortgage properties being refinanced)	
<b>Additional requirements</b>	N/A		3 months' personal bank statements to verify living expenses. (main transaction account).	

### Credit Impairments & Refinance

<b>Mortgage Arrears</b>	<2 months arrears	<3 months arrears
<b>Personal Loans/Credit Cards</b>	Conduct ignored subject to reasonable explanation	Conduct ignored subject to reasonable explanation
<b>Defaults/judgements</b>	<\$2000 or >12 months ignored	Ignored
<b>Discharged bankruptcy</b>	Acceptable if more than 1 day	Acceptable if more than 1 day
<b>Part IX, X agreements</b>	6 months' clear repayments	6 months' clear repayments
<b>Maximum Debt Consolidation</b>	Unlimited (including ATO Debt)	Unlimited (including ATO Debt)
<b>Cash-out*</b>	Unlimited up to 80% LVR, \$200,000 > 80% LVR	Unlimited up to 80% LVR, \$200,000 > 80% LVR
<b>Line of Credit*</b>	50% of loan amount up to 80% LVR; \$200,000 when >80% LVR	50% of loan amount up to 80% LVR; \$200,000 when >80% LVR

\*evidence required when cash out is more than \$200,000 or >50% of the security value

<sup>^</sup>Accountants letter can only be used when ABN is 12 months or more

## SMSF RESIDENTIAL

### SMSF related Income verification

<b>PAYG</b>	Super guarantee confirmation - 2 recent payslips, with at least 1 dated within 4 weeks of application.
<b>PAYG - additional contributions</b>	Existing - 12 months regular history confirmed through superannuation statements. Proposed (less than 12 months history) - Complete additional contributions serviceability calculator and provide full details of the members individual assets, liabilities and expenses.
<b>Self-employed</b>	2 years SMSF Returns and Financial Statements (audited) reflecting super contributions. For newly established SMSFs, 2 years retail superannuation fund statements.
<b>Self-employed - additional contributions</b>	Required if 2 years history not available: Complete additional contributions serviceability calculator and provide full details of the members individual assets, liabilities and expenses. 2 years lodged business and individual tax returns.
<b>Account statements</b>	6 months cash management account statements
<b>Other liquid assets confirmation</b>	Current shareholding summary report and investment statements (term deposit, managed funds)
<b>Rental income - existing property</b>	3 months most recent rental credits via bank statements or managing agent statements
<b>Rental income - new property</b>	Valuation

### SMSF documents

<b>SMSF Trust Deed</b>	Certified copy - full deed
<b>Security Trust Deed</b>	Certified copy - full deed
<b>Financials</b>	2 years audited SMSF returns and financial statements.

### Refinance

<b>Existing loan statements</b>	6 months loan statements
<b>Rental confirmation</b>	3 months most recent rental credits via bank statements or managing agent statements
<b>Rates confirmation</b>	Most recent rates notice
<b>Independant legal advice</b>	Evidence of past independant legal advice if received

## FEES

<b>Loan Settlement Fee</b>	\$120
<b>Legal Fees</b>	From \$400 (SMSF \$550)
<b>Establishment Fee</b>	Prime and SMSF products: \$590 All other products: \$990
<b>Title Protection Fee</b>	Prime and SMSF products: \$0 All other products: \$350
<b>Account Keeping Fee</b>	SMSF: \$0 All other products: \$15 per month on all split accounts
<b>Switching/Variation Loan Fee</b>	\$250
<b>Discharge Fee (plus agents costs)</b>	\$500
<b>Valuation Fee</b>	Up to \$2,000,000: Free >\$2,000,000 or non-standard security: Quote required
<b>Capitalisation of Fees</b>	Fees can be capitalised for all loans, subject to the total loan inclusive of fees, not exceeding maximum LVR for each product. SMSF: The SMSF trustee should make their own enquiries for loans established prior to 1 July 2018 to consider if an increase in the total loan will materially impact their future total super balance calculation.
<b>Compliance Review Fee (SMSF loans only)</b>	\$1250