

Requirements and Objectives Summary

Date of Conversation

What is the predominant purpose of this loan?

Non-Business
 Business

A consumer loan is not available for a predominant business purpose.

BORROWER DETAILS

BORROWER 1

Date of Birth

BORROWER 2

Date of Birth

PRODUCT and LOAN PURPOSE DETAILS

Select Product

Home Loan
 Portfolio Loan
 Personal Loan
 Get Set Loan
 Overdraft

If Home Loan, tell me the reasons why you are applying for this loan? (tick all that apply)

- | | | |
|---|---|---|
| <input type="checkbox"/> Purchase Property – home or residential investment property | <input type="checkbox"/> Build or Construction – home or investment property | <input type="checkbox"/> Refinance/Debt Consolidation (internal or external) |
| <input type="checkbox"/> Home renovations/property improvements – home or investment property | <input type="checkbox"/> Personal use – e.g. purchase car, boat, holiday, medical procedure, jewellery, assist family | <input type="checkbox"/> Non-residential Investment – to invest in property or shares |
| <input type="checkbox"/> Other, please provide details: | | |

If Portfolio Loan, tell me the reasons why you are applying for this loan? (tick all that apply)

- | | | |
|---|---|---|
| <input type="checkbox"/> Purchase residential investment property | <input type="checkbox"/> Build or Construction – home or investment property | <input type="checkbox"/> Refinance/Debt Consolidation (internal or external) |
| <input type="checkbox"/> Property renovations/property improvements – investment property | <input type="checkbox"/> Personal use – e.g. purchase car, boat, holiday, medical procedure, jewellery, assist family | <input type="checkbox"/> Non-residential Investment – to invest in property or shares |
| <input type="checkbox"/> Other, please provide details: | | |

If Personal Loan, tell me the reasons why you are applying for this loan? (tick all that apply)

- | | | | |
|---|--|--|-------------------------------------|
| <input type="checkbox"/> Boats/Caravans/Trailers | <input type="checkbox"/> Home improvements | <input type="checkbox"/> Household goods | <input type="checkbox"/> Motorcycle |
| <input type="checkbox"/> New car | <input type="checkbox"/> Used car | <input type="checkbox"/> Refinance/consolidation | <input type="checkbox"/> Travel |
| <input type="checkbox"/> Other, please provide details: | | | |

If Get Set Loan, tell me the reasons why you are applying for this loan? (tick all that apply)

- | | | | | |
|--|------------------------------------|--|--|---|
| <input type="checkbox"/> Boats/Caravans/Trailers | <input type="checkbox"/> Education | <input type="checkbox"/> Home improvements | <input type="checkbox"/> Household goods | <input type="checkbox"/> Motorcycle |
| <input type="checkbox"/> New car | <input type="checkbox"/> Used car | <input type="checkbox"/> Travel | <input type="checkbox"/> Wedding/life events | <input type="checkbox"/> Other, please provide details: |

If Overdraft, tell me the reasons why you are applying for this facility? (tick all that apply)

- | | |
|---|---|
| <input type="checkbox"/> Manage cash flow | <input type="checkbox"/> Other, please provide details: |
|---|---|

INTEREST RATE TYPE ENQUIRIES

Complete this section if Home Loan or Portfolio Loan or Personal Loan

Interest Rate Type? Fixed Interest Rate Variable Interest Rate Both (Fixed and Variable Rates)

If Fixed Interest Rate or Both (Fixed and Variable Rates) is selected, complete the following

What is important to you about a fixed rate?

Certainty of repayments Make budgeting easier Lock in the applicable interest rate

Other, please provide details:

I have discussed that restrictions to additional repayments apply when the interest rate is fixed. The customer understands and is still happy to proceed.

I have discussed the possibility of break costs if the additional repayments exceed the threshold, the loan is repaid in full or switched to another product or repayment type within the fixed rate term. The customer understands and is still happy to proceed.

REPAYMENT TYPE ENQUIRIES Complete this section if Home Loan

Repayment Type? Principal and Interest Interest Only Interest in Advance

If Interest Only and/or Interest in Advance is selected, complete the following

Why have you chosen interest only payments?

Smaller repayments to boost my savings

Flexibility for additional repayments

To manage cash flow on an investment property and maximise tax deductions

Smaller repayments to free up capital to pay off non-deductable debts in the short term

Smaller repayments to free up cash flow for other personal purposes

Other, please provide details:

I have discussed the higher interest rates applicable to Interest Only loans. The customer understands and is still happy to proceed.

I have discussed with the customer the fact that not paying off principal will result in more interest being paid over the loan term. The customer understands and is still happy to proceed.

I have discussed that the principal and interest repayments after the end of the interest only repayments period will be higher than they would have been if the loan had principal and interest repayments throughout its term. The customer understands and is still happy to proceed.

I have discussed that the amount of equity that can be built-up in the home will be less with an interest only home loan than with a principal and interest home loan. The customer understands and is still happy to proceed.

If Interest in Advance is selected, complete the following

I have discussed that an upfront interest payment is required (calculated based on the period selected) to participate in and benefit from this option. The customer understands and is still happy to proceed.

I have discussed that IOA is only available where the loan is on a Fixed Rate and the purpose is Investment. The customer understands and is still happy to proceed.

Why have you chosen to pay interest in advance?

For tax advantages Discounts on interest rate Helps maximise cash flow and budgeting

Other, please provide details:

REFINANCE or DEBT CONSOLIDATION

Complete this section if Home Loan, Portfolio Loan or Personal Loan

Refinance or Debt Consolidation? Yes No

If Refinance or Debt Consolidation, complete the following items:

	Loan 1	Loan 2	Loan 3	Loan 4
Name of Lender				
What is the interest rate on your existing loan?				
What are the fees and charges on your existing loans?				
How much are your repayments?				
How often do you make the repayments?				
What exit fees/break costs do you need to pay to close the loan?				
What is the remaining term (in years) of your current loan/facility?				

I have discussed that any Lenders Mortgage Insurance (LMI) / Consumer Credit Insurance (CCI) paid on the loan being refinanced may not be refundable. The customer understands and is still happy to proceed.

Are financial benefits achieved by refinancing/debt consolidation? Yes No

If this refinance doesn't give you any real cost benefit, why do you want to refinance?

Convenience Greater flexibility Extra features

Other, please provide details:

Is the new loan term longer than the remaining term of the existing loan? Yes No

I have discussed that the term will be longer and the customer is likely to end up paying more interest in total. The customer understands and is still happy to proceed.

Why are you requesting a new loan term that is longer than the remaining term on your existing loan?

Lower repayments Other, please provide details:

Previously unsecured debt to be secured over asset? Yes No

I have discussed that if the customer can't make the repayments, the asset being used as security may be at risk. The customer understands and is still happy to proceed.

PERSONAL USE ENQUIRIES *Complete this section if Home Loan or Portfolio Loan*

Is any part of the loan proceeds intended to be for personal use (e.g., paying for a vehicle, furniture or holiday)? Yes No

If purchasing a personal use item, acknowledge the following have been completed

- I have discussed that the customer may be paying for the personal use items beyond their useful life. This may also mean the customer pays more interest in total over the term of the loan. The customer understands and is still happy to proceed.
- I have discussed the possibility of financing the personal use items through a loan with a shorter term which may decrease the total amount of interest paid. The customer understands and is still happy to proceed.

MIXED PURPOSE ENQUIRIES

Mixed Purpose Loan? Yes No

- I have discussed that there may be possible complications in claiming tax deductions. The customer understands and is still happy to proceed.
- I have discussed whether the customer has either obtained tax advice on the structuring of the loan(s) or considered the issue and decided they do not need tax advice. The customer understands and is still happy to proceed.
- I have discussed having separate loans, one for each purpose. The customer understands and is still happy to proceed.
- I have discussed that I am unable to provide tax advice and they should seek independent advice. The customer understands and is still happy to proceed.

Would you consider separate loan accounts, one for each purpose? Yes No, please answer the question below

What are your reasons for a mixed purpose loan in light of the possible complications in claiming a tax deduction?

- Cost saving
- Easy to manage
- Advised by accountant
- Other, please provide details:

LMI ENQUIRIES *Complete this section if Home Loan or Portfolio Loan*

LMI Required? Yes No

If LMI is required, acknowledge the following has been completed

- I have discussed that Lenders Mortgage Insurance protects the bank if the customer is unable to meet their loan obligations but this does not relieve the customer of their obligation to repay the loan. The customer understands and is still happy to proceed.

LMI To Be Capitalised? Yes No

If LMI is to be capitalised, acknowledge the following have been completed

- I have discussed that adding Lenders Mortgage Insurance to the loan will increase the size of the repayments. The customer understands and is still happy to proceed.
- I have discussed that adding Lenders Mortgage Insurance to the loan will mean that the customer will pay interest on it for the term of the loan. The customer understands and is still happy to proceed.

RELOCATION LOAN *Complete this section if Home Loan*

Relocation Loan? Yes No

Interest on Relocation Loan to be Capitalised? Yes No

If Interest on Relocation Loan is to be capitalised, acknowledge the following has been completed

I have discussed that when the interest payments are capitalised, the customer will pay interest on those repayments. The customer understands and is still happy to proceed.

LINE OF CREDIT ENQUIRIES

Complete the following if Portfolio Loan or Get Set Loan

Why are you choosing a line of credit with interest only repayments rather than a loan where you pay off the principal over time?

Flexibility of drawdown Flexibility of revolving line of credit Assists with investment purchases and tax planning

Ongoing need for funds – planning to make a few purchases over a period of time Other, please provide details:

If your line of credit is reduced or cancelled, how will you repay the amount owing?

Sale of Assets

Please provide details of asset/s to be sold:

Other, please provide details:

What is your plan for paying off the line of credit?

Savings from income Sale of assets Recurring income from rental Income from other investments

Other, please provide details:

I have discussed the higher interest rates applicable to a line of credit as compared to a standard loan. The customer understands and is still happy to proceed.

I have discussed with the customer the fact that not paying off principal will result in more interest being paid over the long-term. The customer understands and is still happy to proceed.

If Portfolio Loan, acknowledge the following has been completed

I have discussed with the customer that line of credit loans require a high level of discipline on behalf of the customer in order to pay off the loan principal and build up equity. The customer understands and is still happy to proceed.

If Get Set Loan, acknowledge the following has been completed

I have discussed with the customer that line of credit loans require a high level of discipline on behalf of the customer in order to pay off the loan principal. The customer understands and is still happy to proceed.

OVERDRAFT ENQUIRIES *Complete this section if Overdraft*

If your line of credit is ended or reduced, how will you repay the amount owing?

Savings from income

Other, please provide details:

FORESEEABLE CHANGES – BORROWER 1

Do you anticipate or plan on any changes in your life that will make it harder to make your repayments? Yes No

If yes, what is the timeframe for the change (*select one*)?

Within 3 Years Beyond 3 Years

If the change is **Within 3 Years**, what is going to change (*select one*)?

- Temporary decrease in disposable income
- Permanent decrease in disposable income
- Anticipated large expenditure

Provide details of what is going to change within 3 years:

If the change is **Beyond 3 Years**, what is going to change (*select one*)?

- Extended unpaid leave (e.g. maternity)
- End of contract/loss of employment
- Reduced Income
- Retirement
- Leaving employment
- Medical treatment/illness
- Increased debt repayments
- Large expenditure
- Others, please provide details:

What is your plan for making repayments when this happens (*select one*)?

- Using Savings
- Securing Additional Income
- Application reflects change
- Reduced expenditure
- Sale of Asset

Provide details of your plan for making your repayments when this happens:

FORESEEABLE CHANGES – BORROWER 2

Do you anticipate or plan on any changes in your life that will make it harder to make your repayments? Yes No

If yes, what is the timeframe for the change (*select one*)?

Within 3 Years Beyond 3 Years

If the change is **Within 3 Years**, what is going to change (*select one*)?

- Temporary decrease in disposable income
- Permanent decrease in disposable income
- Anticipated large expenditure

Provide details of what is going to change within 3 years:

If the change is **Beyond 3 Years**, what is going to change (*select one*)?

- Extended unpaid leave (e.g. maternity)
- End of contract/loss of employment
- Reduced Income
- Retirement
- Leaving employment
- Medical treatment/illness
- Increased debt repayments
- Large expenditure
- Others, please provide details:

What is your plan for making repayments when this happens (*select one*)?

- Using Savings
- Securing Additional Income
- Application reflects change
- Reduced expenditure
- Sale of Asset

Provide details of your plan for making your repayments when this happens:

RETIREMENT STRATEGY ENQUIRIES – BORROWER 1

Complete this section if Home Loan or Portfolio Loan

When do you plan to retire?

Planned Retirement Age Not Applicable – Income not derived from employment

Complete the following if applicable

How do you plan to pay off this loan once you retire (voluntarily or due to circumstances which arise)?

Downsizing of your home Sale of assets
 Recurring income from superannuation
 Income from other investments
 Other

Provide details of your plan for making your repayments when this happens:

RETIREMENT STRATEGY ENQUIRIES – BORROWER 2

Complete this section if Home Loan or Portfolio Loan

When do you plan to retire?

Planned Retirement Age Not Applicable – Income not derived from employment

Complete the following if applicable

How do you plan to pay off this loan once you retire (voluntarily or due to circumstances which arise)?

Downsizing of your home Sale of assets
 Recurring income from superannuation
 Income from other investments
 Other

Provide details of your plan for making your repayments when this happens:

OTHER REQUIREMENTS AND OBJECTIVES

Does the customer have any other requirements and objectives?

Completed By (Name)