

# SIMPLE+.

# For Non-Complex Business Lending up to \$5M<sup>1</sup>. October 2024

BankSA acknowledges the traditional owners as the custodians of this land, recognising their connection to land, waters and community. We pay our respects to Australia's First Peoples, and to their elders past and present.

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# We've made it faster and easier for business customers to access lending up to \$5M<sup>1</sup>

- ✓ Available for new and existing business customers
- ✓ Up to \$500K overdraft or business loan with no requirement for property as security<sup>2</sup>
- ✓ Simplified assessment criteria for residential and commercial property investors ineligible for Lease Doc<sup>3</sup>
- ✓ Borrowing structures up to 4 business entities and 4 households
- ✓ Extended LVRs available against residential and commercial security, even for property investment<sup>4</sup>
- ✓ Customers under formal ATO payment arrangements are eligible
- ATO Business Activity Statements (BAS)<sup>2</sup> now accepted in place of full financials for eligible customers for loan sizes up to \$1.5M



Brokers may now use the new SIMPLE+ Serviceability Calculator to assess prospective SIMPLE+ transactions for serviceability in just ~10 minutes, using the same assessment criteria as our internal teams.

Eligibility criteria <sup>2</sup>	SIMPLE+ BAS applications	All other SIMPLE+ applications			
Maximum lending amount	Business lending up to \$1.5M <sup>1</sup>	Business lending up to \$5M1			
Business trading history	≥12 months' trading history and no losses for past 12 months (Post adjustments)				
Borrowing structure	4 business entities and guarantors from up to 4 households				
Products	Business Loans and Commercial Overdrafts				
Credit history	No adverse credit bureau report				
Tax position	Tax liabilities including any formal payment arrangements	s are up to date			
Security	<ul> <li>Either one or a combination of:</li> <li>Non-specialised commercial property or standard residential property</li> <li>Cash, acceptable equipment finance assets or acceptable guarantees</li> <li>General Security Agreement (GSA) where applicable</li> </ul>				
SIMPLE+ BAS exclusions	Customers reporting under the GST Instalment method. Excluded Industries within Agriculture, Aged care and nursing homes, Childcare, Food wholesalers and retailers, Hospitals and pharmacies, Property developers, Religious organisations, Franchises, Not-for-profits and Travel agents.				
<ul> <li>Signed SIMPLE+ Application form and signed Business Finance Consent form (<u>available on our website</u>)</li> <li>Latest 12 months' ATO statements for business inclusive of Integrated Client Account<sup>6</sup></li> <li>1 year individual tax return for self-employed, including notice of assessment</li> </ul>					
	<ul> <li>Latest 12 months' ATO BAS (quarterly or monthly)<sup>6,7</sup></li> <li>Latest annual accountant prepared financial statements or most recent business tax return<sup>6,7</sup></li> </ul>				
Additional documents may be applicable	Payslips for PAYG income; trust deed; contract of sale; ATO payment plan; rental income statement (if not in tax return); 3 months' bank statements <sup>5</sup> (for external loans being refinanced); 3 months' business transaction statements <sup>5</sup> (for new to ba customers). <b>For BAS:</b> 12 months' instalment activity statements (only required if BAS reported quarterly but salary and wag reported monthly). <b>For property investment lending:</b> signed copy of current lease agreement(s); the latest accountant prepared financials or latest tax return for the property investment entity.				

1. Certain products and credit pathways have maximum limits less than \$1.5M or \$5M, please confirm these with your BDM. These amounts cover the aggregate amount of business lending with the Bank. 2. Refer to your Senior BDM or Relationship Manager to discuss the suitability of SIMPLE+ and SIMPLE+ BAS. Excludes consumer lending, construction lending, sector policy & specialised lending. 3. Only specific Property finance – Investment lending scenarios are allowed under SIMPLE+. All other Property Finance Sector lending (including Lease Doc) are excluded 4. Where the customer's income is predominately self-employed. 5. Six months' statements required for seasonal businesses. 6. Financials must not be older than 18 months. 7. When both 12 months most recent BAS and the latest financial statements are obtained, the latest financial statements must be used for the serviceability calculator and SIMPLE+ BAS is not to be used.

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# How do I apply?



Confirm your customer meets the relevant SIMPLE+ and other eligibility criteria



Conduct a preliminary assessment using the **BAS Calculator** (where applicable) and the **SIMPLE+ Serviceability Calculator** 

3

Complete SIMPLE+ Application & Business Finance Consent Forms, then submit all financial information to your Senior Business Development Manager



2. SIMPLE+ SERVICEABILITY CALCULATOR. How-to guide.

# SIMPLE+ Serviceability Calculator Instructional Video

SIMPLE+ is our simplified business lending submission pathway, making it faster and easier for new and existing business customers to apply for eligible business loans up to \$5M (and up to \$5M in total aggregate amount of business lending with the Bank). You should refer to the SIMPLE+ Broker Flyer for full eligibility details.

# The SIMPLE+ Serviceability Calculator allows you to assess prospective SIMPLE+ transactions for serviceability in less than ~10mins, using the same assessment criteria as our internal teams.

The guide and the video shown here has Westpac branding, however the calculator instructions are applicable across all of Westpac Group brands, including St.George, Bank of Melbourne, and BankSA. Noting the differences between calculators are only with the visuals related to the branding but the functionality and steps to complete it are the same. Load the calculator located within Forms and Resources > Commercial and Business Lending > SIMPLE+ Submission Pathway. When accessing the calculator, refer to the "Important information" disclaimer located at the very bottom of the page.

### A few important things to note:

- The SIMPLE+ Serviceability Calculator does not allow you to enter personal information that may identify a customer. For example, you'll need to identify different applicant entities as Business or Personal Entity 1, 2, 3 or Household 1, Household 2 etc.
- The Calculator will redirect you back to the first page if not completed within 4 hours. Information you've entered will be retained.
- **If your browser window is closed or refreshed**, you'll need to re-enter all information from the beginning.
- Throughout the Calculator there are help icons marked with a blue question mark or on-screen prompts. If you're unsure of what you need to do, contact your Westpac Group Business Development Manager for assistance.

# <section-header><section-header><complex-block><complex-block>

# SIMPLE+ Serviceability Calculator Entities and households – Business entities

### Adding a Business Entity:

- 1. Select the Add button under Business entities
- 2. Select the relevant **Legal structure** (Company, Partnership / Unit Trust, Trust, Sole Trader)
- 3. Select the **Business Type**, if the entity is an Operating entity or its shareholder OR an Asset holding entity or its shareholder

Once the drop downs are completed, select Add.

4. You can continue to add more entities using the **Add** button, or remove entities using the **Remove** button

**Note**: If you are not adding any Business entity and only Personal or Household entities, then you will only have 3 steps to complete in the calculator as you will not be prompted for Business financials.

Entities and ho	useholds			
Add businesses, individuals financials and liabilities for individual members (a & b) add up to 4 entities or hou:	s and households that will form part of the assessment. You'll need to provide the these entities to assess serviceability. When you add a household, we'll add two to the household and collect financials for each member during the assessment. Yo seholds.	ou can		
Business entities	Add business entity ×			
		S	elect	
	Legal structure 2	C	Company	
	Select	P	artnership / Unit Trust	
		Т	rust	
	Business type 3	S	ole Trader	
	Select			
		S	elect	
		C	perating entity or its shar	eholder
	Cancel Add	A	sset holding entity or its s	hareholder
		C	ompletea Business entity	у ехатріе
			Business entities	
			Business entity 1 Company - Operating entity or its shareholder	Θ 4

Add 🕀

# SIMPLE+ Serviceability Calculator Entities and households – Personal entities or households

### Adding a Personal entity or household:

- 1. Select the Add button under Personal entity or households
- 2. Select either Personal entity or Household
- 3. Enter the Postcode of primary residence
- 4. Select the appropriate Relationship status
- 5. Enter the Number of dependants

### Once all fields are completed, select Add.

6. You can continue to add more entities using the **Add** button, or remove entities using the **Remove** button

Once all entities and households are entered, select **Start** to <u>continue to Step 1</u>.

### **Entities and households**

Add businesses, individuals and households that will form part of the assessment. You'll need to provide the financials and liabilities for these entities to assess serviceability. When you add a household, we'll add two individual members (a & b) to the household and collect financials for each member during the assessment. You can add up to 4 entities or households.



# SIMPLE+ Serviceability Calculator Call outs – Removing Entities and Households

Removing **Entities and Households** after completing *Step 2 – Liabilities* and *Step 3 – Business Financials*. If you need to remove an entity after completing the above steps, you will receive an **Entity can't be removed** warning.

To remove from a liability, you need to either:

1. Follow the instructions to **remove the borrower linked to liability** 

Navigate to the Liability in Step 2 then select 'Edit'

- 2. Select the **Borrower** that the liability needs to be applied to and unselect the borrower you wish to remove
- 3. Select the Update liability button to save

You will need to ensure there are no other liabilities that are linked to the borrower you are removing. Once completed, proceed back to the **Entities and households** to remove the entity.

**Alternatively**, you can just **remove the liabilities linked to the Borrower** by selecting the 'Remove liability' button in each liability within Step 2.

Business Loan	n, \$500,000			
low to use th	e calculator?			
here are four steps to ach step is a <b>Calculat</b> rou can continue to th	complete, with help te: button – you'll need t e next step.	xt and guidance provided for each step to take any requested action from the c	o. At the bottom of alculation before	
<b>f</b>	<b>\$</b>			
itep 1	Step 2	Sterra Edit liability		×
Property investment Assessment	Liabilities (existing a proposed)	and B Purpose	Liability ty	/pe
		Business Personal	Business	Loan 🔻
	Is and households that will	Who are the borrowers for this I	iability? 2	
nd liabilities for these en ε b) to the household and ouseholds.	tities to assess serviceabilit d collect financials for each	y. When y member Company - Operating er or its shareholder	vitity	Household 1 (Members 1a & 1b) Postcode 2000 - Partnered - 1
Business entities				dependant
Business entit	<b>y 1</b> (ating entity or its	Business entity 2     Company - Asset holding	9	

# SIMPLE+ Serviceability Calculator Call outs – Removing Entities and Households

### If you receive a warning:

1. To remove entity from the Owner / shareholder's list

Navigate to the Business entity in *Step 3 – Business Financials* and select it to expand:

- 2. Head down to Distribution of business income
- 3. Unselect the entities that are being removed
- 4. Ensure any distributions total 100%

### Select Save then Calculate.

Ensure this is completed for any other Business entity that is distributing income or shortfall to any entity being removed.

Once completed, proceed back to the **Entities and households** to remove the entity.

Entity can't be rem	oved mbers 1a & 1b) has received	income d	stribution from the following business	
Business entity	1		from the Owner/snareholder's list:	
		ſ	Distribution of business income 2	
How to use the calculator? There are four steps to complete, with help text and guidal each step is a Calculate button – you'll need to take any re-			Distribution of business income	Available income
you can continue to the	next step.		Income available after debt service	\$116,250
Step 1	Step 2	Step	Fully distribute surplus	Distribute to the shareholders
Property investment assessment	Liabilities (existing and proposed)	Busine	Business income distribution surplus	\$ 50000
Entities and households Add businesses, individuals and households that will form part of t			Owner/Shareholder	Ownership
& b) to the household and households.	collect financials for each mem	ber durir	Household member 1a	
Business entities Pe		Pe	Household member 1b	
Company - Operating entity or its shareholder			✓ Other shareholders outside of the assessment	% 100
			Total	100 % (4)

# SIMPLE+ Serviceability Calculator Step 1 – Property Investment Assessment

<u>page</u>.



# SIMPLE+ Serviceability Calculator Step 1 – Property Investment Assessment

You'll need to complete **Property Investment Assessment** details if applicable.

- 1. Select the Asset type
- 2. Select Yes/No if financials available/held?
- 3. Provide gross Rental income<sup>^</sup>
- 4. Provide any Outgoings payable by owner
- 5. Provide a CAPEX Allowance
- 6. Provide any Other adjustments
- 7. Provide the proposed Loan amount
- 8. Provide the estimated Actual interest rate + Line fee
- 9. Select the Interest cover ratio (ICR) benchmark

If you require guidance, use the help icons '?' or refer to your Business Development Manager.

Select Calculate to complete the assessment.

<sup>^</sup>Do not add rental income again at Step 3 – Business Financials

	Select
	Non-Specialised Commercial
	Residential Complex
	Mixed Commercial/ Residential
Property details	
Asset type	Are financials available / held?
Select 1	Yes No 2
Rental income	Outgoings payable by owner
\$ 3	\$ 4
CAPEX Allowance 🧿	Other adjustments (?)
\$ 5	\$ 6
Loan amount	Actual interest rate + Line fee
\$ 7	%
ICR benchmark applicable 🧿	
1.50 1.25 9	
Property investment assessment: Not c	ompleted Calculate

# SIMPLE+ Serviceability Calculator Step 1 – Property Investment Assessment

After selecting **Calculate**, the Serviceability summary will appear below the Property details.

In this example:

- The Standalone property ICR is 0.6x
- To meet the 1.5x ICR benchmark, a \$33,750 surplus must be available from the group assessment

The group assessment does not include the proposed property investment debt or income and incorporates all other income, expenses and commitments.

Note: Do not include the property's rental income in Step 3 – Business Financials section of the calculator as doing so will count the income twice.

Select Next to continue onto Step 2 Liabilities.

sset type	Are financials available / held?		
Non-Specialised Commercial	Yes No		
ental income	Outgoings payable by owner		
\$ 50,000	\$ 25,000		
APEX Allowance 👩	Other adjustments (?)		
\$ 2,500	\$		
oan amount	Actual interest rate + Line fee		
Son,000 Son,000 CR benchmark applicable 1.50 1.25	Actual interest rate + Line fee		
s 500,000 CR benchmark applicable ? 1.50 1.25 Property investment assessment: Cor	Actual interest rate + Line fee       %     7		
s 500,000 CR benchmark applicable ⑦ 1.50 1.25 Property investment assessment: Cor Outgoings allowance based on asset type 0%	Actual interest rate + Line fee          %       7         npleted       Cash Flow Available For Debt Service (CAFDS)         \$22500		
s       500,000         CR benchmark applicable ⑦         1.50       1.25         Property investment assessment: Cor         Outgoings allowance based on asset type         0%         Assessed interest expense	Actual interest rate + Line fee          %       7         npleted       Cash Flow Available For Debt Service (CAFDS)         \$22500       Standalone property ICR		
s 500,000 CR benchmark applicable (?) 1.50 1.25 Property investment assessment: Cor Outgoings allowance based on asset type 0% Assessed interest expense \$37500	Actual interest rate + Line fee          %       7         npleted       Cash Flow Available For Debt Service (CAFDS)         \$22500       Standalone property ICR         0.60       0.60		
san amount         \$ 500,000         CR benchmark applicable ⑦         1.50       1.25         Property investment assessment: Cor         Outgoings allowance based on asset type         0%         Assessed interest expense         \$37500         Group surplus required to meet ICR benchmark         \$33750	Actual interest rate + Line fee          %       7         npleted       Cash Flow Available For Debt Service (CAFDS)         \$22500       Standalone property ICR         0.60       Property surplus available for distribution while maintaining ICR benchmark		

# SIMPLE+ Serviceability Calculator Step 2 – Liabilities (existing and proposed)

### To add a Liability:

- 1. Select the Add liability button
- 2. Select if purpose is Business or Personal
- 3. Select the **Liability type** (the drop-down menu will display different Liability type options based on the Purpose selected)
- 4. Select the Borrowers for the liability

Once completed, select Add liability.

**Note**: Sole Trader business entities will not appear as a borrower you can select within Liabilities. Liabilities will need to be assigned to the Personal entity or Household of the Sole Traders.

### Step 2 of 4

### Liabilities

Please add any existing and proposed liabilities for all business and personal entities/households included in the assessment (if applicable). Liabilities of Sole traders must be added under the respective personal entity/household.

### Add liability Add liability × Purpose Liability type Business Personal Select -Select Who are the borrowers for this liability? 4 **≣**∎ Business entity 1 Personal entity 1 Company - Operating entity Postcode 2000 - Single / or its shareholder Other - No dependant œ. Household 1 (Members 1a & 1b) Postcode 2000 - Partnered with 1 dependant Cancel Add liability

### **Business Liability Types**

Select ATO arrangement Business Loan Equipment Finance Guarantee Vendor Finance Credit Card (Corporate Liability) Credit Card (Personal Liability) Insurance Premium Funding IPL/Company Home Loan Overdraft

### Personal Liability Types

ATO arrangement **Business Loan** Consumer Mortgage Equipment Finance Guarantee Vendor Finance **Bridging Loan** Buy Now Pay Later - Fixed Term Buy Now Pay Later - Revolving Term Credit Card Flexi/Get Set Personal Loan Line of Credit (Mortgage) Margin Loan Personal Loan Personal Overdraft Store Card Study & Training Support

# SIMPLE+ Serviceability Calculator Step 2 – Liabilities (existing and proposed)

### To complete Finance details:

- 1. Enter the Limit of the Liability
- 2. Enter estimated Interest rate plus the Line fee
- 3. Enter the **Remaining serviceability term**
- 4. Answer Yes/No to Is the liability interest deductable?
- 5. Select Calculate

The calculator will then present the **Total numbers breakdown: Calculated** summary, including the Interest, Principal, Serviceability Rate (SAR) and the repayment (pa) for the liability.

Select **Save** to complete adding a liability.

Business Loan		^	
Details and borrowers		Edit	
Purpose	Liability type		
Business	Business Loan		
Business entity 1 Company - Operating entity shareholder	or its		
<b>Finance details</b>	Act interest rate + Line fee %		Total numbers breakdown: Calculated
\$	%	2	Breakdown
Remaining serviceability terr	n (months) Is the liability interest deductibl	e? No 4	Structure
			Interest
Total numbers breakdow	n: Not calculated	Calculate 5	Principal
			Serviceability rate (SAR)
			Repayment (pa)

Save

Assessed

\$39,849.06

\$4,176.82

8.00%

⊖ Remove liability

\$44,025.88

P & I

# SIMPLE+ Serviceability Calculator Step 2 – Liabilities (existing and proposed)

The Liability will now show as **Completed** with **Liability totals**. You can continue to add more liabilities or proceed to <u>Step 3 -</u> **Business Financials** by selecting Next.

To amend a liability:

- 1. Select the **liability** to expand the liability details and edit. Once amended, you will need to select Calculate and Save
- To remove a liability:
- 1. Select the **liability** to expand the liability details
- 2. Select Remove liability

ep 2 of 4				
Liabilities				
Please add any exis Business Business Enti	sting and proposed liabili Loan - \$500,000 ity 1	ties/commitments	Completed \	
<ul> <li>Add liability</li> <li>Liability total</li> </ul>	s			
Limit <b>\$500,000</b>	Interest \$39,849.06	Principal <b>\$4,176.82</b>	Repayment (pa) <b>\$44,025.88</b>	Total numbers breakdown: Calculate
			_	Structure
ck				Interest
				Principal
				Serviceability rate (SAR)
				Repayment (pa)

Save

Assessed

\$39,849.06

\$4,176.82

8.00%

\$44,025.88

P & I

# SIMPLE+ Serviceability Calculator Step 2 – Liabilities: ATO Arrangements

An **ATO payment arrangement** can recorded within the Liabilities.

With the example here the payment instalments differ over the payment period. You will need to calculate an **average monthly payment** over the total payment term. To do this:

- 1. Determine the **no. of months** the payment plan is setup over.
- 2. Use the **Plan total inc estimated GIC** and divide this by the no. of months: \$402,000 / 12 months = \$33,500
- 3. Enter this into the Monthly Amount

	ATO arrangement	^
Australian Government Australian Taxation Office	Finance details Monthly Amount \$ 33,500 3	Total amount owing \$ 402,000
Payment plans		
Activity statement 001		
Date generated Amount	Annual repayment: 402,000.00	
Payment method Payment frequency Plan total, including estimated GIC Creation date	Other payment options Monthly \$402,000.00 31/03/2020	
Instalment schedule		
1 Due date Status	Amount	
28/04/2020 Amount to pay	\$5,000.00	
28/05/2020 Amount to pay	\$5,000.00	
29/06/2020 Amount to pay	\$5,000.00	
28/07/2020 Amount to pay	\$5,000.00	
28/08/2020 Amount to pay	\$5,000.00	
28/09/2020 Amount to pay	\$5,000.00	
28/10/2020 Amount to pay	\$82,000.00	
30/11/2020 Amount to pay	\$62,000.00	
29/12/2020 Amount to pay	\$62,000.00	
29/01/2021 Amount to pay	\$82,000.00	]

# SIMPLE+ Serviceability Calculator Step 3 – Business financials: Completing 1 year of financials

- 1. A minimum of 1 year of Business Financials is required for each Business Entity, with the option to add for 2 years. Note: Financials must not be older than 18 months.
- 2. Enter the P&L financial details to generate **EBITDA** ensuring to remove any distributions received by the entity whose source and sustainability is unknown.
- 3. Where any **non-recurring income/expense** is entered, a free text field will appear for you to enter **additional information**. It is a mandatory field and cannot be left blank otherwise you will be unable to save and proceed.

3 of 4		2		Current year
ness Financials		Total revenue		\$ 1,800,000
complete all business entity	financials and <b>calculate</b> before continuing to the next st	p.		£ 500.000
Business Entity 1				\$ 500,000
etails		Dividend/ distrib income(-)	ution	\$
gal structure ompany	Business type Operating entity or its shareholder	Interest(+)		\$ 15,000
nancials		Depreciation(+)		\$ 25,000
ere 2 years P&L included in I	atest year financials?	Non-recurring in	icome (-)	\$ 10,000
		Non-recurring ex	(pense (+)	\$
		Non-recurring in	come/expenses 3	need such as going from land site

# SIMPLE+ Serviceability Calculator Step 3 – Business financials: Completing 2 years of financials

After capturing 2 years financials, the calculator will determine if there was a substantial improvement in revenue or adjusted EBITDA over the 2-year period.

- A. Where there is **no substantial improvement in revenue or EBITDA**, then latest year EBITDA is adopted with no further commentary required.
- B. Where there is a substantial improvement in revenue or EBITDA, a Volatility test outcome: Not passed will appear. Here you should answer Yes/No to include or exclude the latest year financials (instead of using the 2-year average). NB if you select Yes to override, you must provide further commentary in a free text field as to why the latest year should be adopted.

	year financials?		
Prev	rious year	Current year	
venue \$	700,000	\$ 1,000,000	
efore tax \$	50,000	\$ 100,000	
d/ distribution \$		\$	
(+) \$		\$ 15,000	
ation(+)		\$ 25,000	ty test outcome: Not passed
			want to include the latest financial year?
urring income (-) \$		\$ 10,000 You can c used.	verride and include the latest financial year, but if you choose not to, the 2 year average will b
curring expense (+) \$		\$ Yes	No
urring income (-) \$		s 10,000 You can c used. S Yes	want to include the latest financial year? verride and include the latest financial year, but if you choose not to, the 2 yea No

# SIMPLE+ Serviceability Calculator Step 3 – Business financials: Distribution of business income

After providing all Financials, you will be presented with a section on **Distribution of business income**. Depending on the Business Entity **legal structure** you may see the following scenarios:

- Income is fully distributed as a default for Sole Trader or Partnership / Unit Trust
- Option for a **full or partial distribution** amount for Company or Trust
- 1. If given an option, you may select either to **Fully distribute surplus or shortfall** to shareholders;
- 2. Or, if only a partial amount is being distributed, enter the **Business income distribution surplus or shortfall** amount instead.
- 3. The **Owner/Shareholder** and **Ownership Percentage** will appear. Select the entities and percentage values to distribute.

Select Save to continue.

Distribution of business income			
Distribution of business income	Available income		
Income available after debt service	\$403,750		
Fully distribute surplus	1 Distribute to the sha	areholders	
Business income distribution surplus	\$ 0	Business income distribution surplus	<b>2</b> \$ 50000
		Owner/Shareholder 3	Ownership
		✓ Personal entity 1	% 50
		✓ Household member 1a	% 50
		Household member 1b	
		Other shareholders outside of the assessment	
		Total	100 %

# SIMPLE+ Serviceability Calculator Step 3 – Business financials: Surplus / Shortfall results

Follow the prior steps for any other Business Entities. Once they are all marked as **complete**:

- 1. Select the Calculate button
- 2. Once the calculator has updated, the **Business financials: Completed** message will appear with details of Income available after debt service, Business income distribution and if there is a **Business surplus or shortfall**

Select Next to continue to Step 4 Personal Financials

	nancials		
ease complete al	I business entity financials and <b>calculate</b> before con	tinuing to the next step.	
Business	Entity 1	Completed	
Company - C	Operating entity or its shareholder		
Business fina	ncials: Not completed		
Dusiness inia	netals. Not completed		
	- Puris an Entite 4		
	Company - Operating entity or its sha	areholder	Completed
	Business financials: Completed	2	
	Income available after debt service	Business income distribution	Business surplu
	\$416,250.00	\$50,000.00	\$202418.53

# **SIMPLE+ Serviceability Calculator** Step 4 – Personal financials

**Personal Financials** will need to be captured for each Personal entity and/or Household.

For each entity:

- 1. Navigate to **Financials** and input all income and expense items
- 2. Where the entity is a **Household**, input the financials for each member of the household
- 3. Select Calculate totals

You will be presented with the **Personal entity's Household Surplus or Shortfall** result. Select **Save** and complete for each remaining entity.

Select Next to continue.

tep 4 of 4			
Personal Financials			
lease provide financials for each personal en ontinuing to the next step. For households, y f the household.	tity/household participating in this assessment before ou'll need to provide financials for both members (a & b	)	
E Personal entity 1	^		
Details	Edit	Household	1 (Members 1a & 1
Items	Personal entity 1	Member 1a	Member 1b 2
Salary/wages (annual)	\$ 120,000	\$ 150,000	\$ 90,000
Rental income (annual)	\$ 0	\$ 0	\$ 0
General living expenses (monthly)	\$ 3,000	\$ 2,500	\$ 2,500
Additional expenses (monthly)	\$ 2,000	\$ 1,500	\$ 1,500
Rent/Board expense (monthly)	\$ 1,500	S	
otal numbers breakdown	3 🖪 Calculate tota	als	

# SIMPLE+ Serviceability Calculator Serviceability Summary and PDF Report

The final Serviceability summary will show:

- 1. Surplus / Shortfall for each entity and Overall
- 2. Debt service coverage (DSC) for each entity and Overall
- **3. Completed sections** which may be expanded to show details for each section.

If you need to review or edit a previous step, you may navigate back to previous screens but note that you will need to **Save** and **Calculate** any edits to **refresh the Serviceability summary.** 

 Select the Create PDF button to download a PDF copy of the SIMPLE+ Serviceability Calculator summary for your records.

It is <u>not</u> a requirement to share the results as part of an application with your Banker or Business Development Manager.

The SIMPLE+ Serviceability Calculator has now been completed.

### Serviceability summary Entities Surplus / Shortfall Debt service coverage (DSC) \$100,671,38 3.04x Business Household 1 \$31,400.74 1.36x \$33.692 4.69x Personal entity 1 2.14x \$165,764.12 Overall Completed sections 3 Expand all sections Entities and households Property investment assessment $\sim$ Liabilities $\sim$ Business financials $\sim$ 💄 Personal financials $\sim$ Get your serviceability results You've successfully completed the serviceability assessment and can now Create PDF create a PDF to send to your banker or Business development manager.



# SIMPLE+ Serviceability Calculator Important information

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The results from the SIMPLE+ Serviceability Calculator are confidential and cannot be distributed to any party not authorised by the borrower's express written consent. View our Privacy Statements at <a href="https://www.banksa.com.au/privacy/privacy-statement/">https://www.banksa.com.au/privacy/priva

3. SIMPLE+ BAS CALCULATOR. How-to guide.

# SIMPLE+ BAS Calculator Main Menu

1. Open the worksheet titled Main Menu

You'll need to complete all 4 sections per the instructions.

- Industry select from the drop down the relevant industry. Note it lists all ineligible BAS industries that, if selected, will cause the Eligibility Check alert window to appear. The only selection allowed to proceed is 'All Other'
- **3. BAS Submission Type** select the BAS type applicable to the customer. The Eligibility Check alert window will appear if '*GST Instalment Method*' is selected
- **4. BAS Submission Frequency** select the frequency that BAS is submitted to the ATO
- 5. Number of submissions available will be dictated by the input for BAS Submission Frequency. If frequency is Quarterly, select '4'. If frequency is Monthly, select '12'

Once all sections are completed, select Proceed.



# SIMPLE+ BAS Calculator BAS Calculator Worksheet

1. The next worksheet loaded will be **Quarterly or Monthly**, depending on the **BAS Submission Frequency** selected in the prior tab.

From here complete all **blue cells**:

- 2. BAS items will align to BAS statements per their labels for quick reference
- 3. Select Yes/No for Total Sales includes GST
- 4. If **Fringe Benefit Tax (FBT)** (6A) is not present in the BAS, you must enter a zero '0'. If left blank the calculator will not provide a result in the BAS profit for that statement period.
- 5. Selecting **Reset** will clear all values. **Save as PDF** allows you to share and submit the results to your Business Development Manager.

Note: Amounts should be entered to the nearest dollar value (\$)

			3 Yes No			•	
BAS CALCULATOR - QUART	ERLY				Res	et Save a	s PDF
	2	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total of Inputs	Annualised
Total Sales	BAS Item G1						
Total Sales includes GST GST on Sales	1A		•			i I	
Sales Net of GST						\$ -	\$
LESS GST on Purchases	1B						
Purchases Net of CST		0.00	\$0.00	\$0.00	00.02	<u> </u>	<pre> &lt;</pre>
Total Salary, wages and other payments	W1		\$0.00	\$0.00	\$0.00		
FBT	6A		ф —			4	
Total Expenses Net of GST						\$-	\$
BAS Profit						\$ -	\$
< > Instructions Ma	ain Menu	Quarterly +					
		1					

### Important: Entries must be for the equivalent of 12 months.

If the no. of submissions chosen does not match the frequency e.g. monthly submissions are chosen but the no. of submissions entered is less than 12, you must **navigate back to the Main Menu** and amend the no. of submissions to allow for 12 months data to be entered.

# SIMPLE+ BAS Calculator BAS Calculator Worksheet to Serviceability Calculator

Once you've completed all BAS Calculator inputs, the following may be copied over into the SIMPLE+ Serviceability Calculator:

- 1. Sales Net of GST copied to Total Revenue
- 2. BAS Profit copied to Profit before Tax

You may then complete the remainder of the SIMPLE+ Serviceability Calculator.

Note: An "Annualised" column is provided within the BAS Calculator for quick reference, however all inputs must include the latest 12 months' statements.



SIMPLE+ Serviceability Calculator

# SIMPLE+ BAS Calculator BAS Submission Frequency – Quarterly with Monthly Wages

Where BAS is reported quarterly but salary and wages reported monthly, then within the Main Menu worksheet:

**1. Quarterly with Monthly Wages** – needs to be selected within *BAS Submission Frequency* 

Then to complete the BAS Calculator with 12 month's **Instalment Activity Statements** enter:

2. 3 months' Total Salary, Wages and other payments into each quarter per W1-Month 1, 2 and 3

Refer to the Quarterly BAS statements instructions for all other fields.

### SIMPLE+ BAS Calculator

Industry	All Othe	r								
BAS Submission Type	Simpler	BAS								
BAS Submission Frequency	Quarter	ly with Monthly W	lage	es 🚹						
Number of submission available	4									
BAS CALCULATOR- QUARTE		MONTHLY WAG	ES	)				Reset		Save as PDF
		Quarter 1		Quarter 2		Quarter 3		Quarter 4	Tota	ll -
	BAS Item	<b></b>		500 400 00		445 005 00		005 400 00	1	
Total Sales	G1	\$ 539,957.00	\$	589,103.00	\$	445,885.00	\$	395,120.00	]	
Total Sales includes GST		Yes		Yes		Yes		Yes	]	
GST on Sales	1A	\$ 47,791.00	\$	51,570.00	\$	30,837.00	\$	34,681.00	]	
Sales Net of GST		\$492,166.00		\$537,533.00		\$415,048.00		\$360,439.00	\$	1,805,186.00
LESS										
GST on Purchases	1B	\$ 41,683.00	\$	42,724.00	\$	36,115.00	\$	34,300.00	]	
Purchases Net of GST		\$416,830.00		\$427,240.00		\$361,150.00		\$343,000.00	\$	1,548,220.00
Total Salary, wages and other payments	W1-Month 1	\$ 11,687.00	\$	6,191.00	\$	6,304.00	\$	3,950.00		2
	W1-Month 2	\$ 11,687.00	\$	6,191.00	\$	6,304.00	\$	3,950.00	]	
	W1-Month 3	\$ 11,687.00	\$	6,191.00	\$	6,304.00	\$	3,950.00		
Staff OnCosts		\$ 5,259.15	\$	2,785.95	\$	2,836.80	\$	1,777.50		
FBT	6A	\$-	\$	-	\$	-	\$	-	]	
Total Expenses Net of GST		\$ 457,150.15	\$	448,598.95	\$	382,898.80	\$	356,627.50	\$	1,645,275.40
BAS Profit		\$ 35.015.85	¢	88 034 05	¢	32 1/0 20	¢	3 811 50	\$	159,910,60

# **SIMPLE+ BAS Calculator** Simpler BAS vs Full Form BAS

The differences in the BAS Calculators when **BAS Submission** Type is selected for:

- Simpler BAS Customers with GST turnover <\$10M
- Full Form BAS Customers with GST turnovers >\$10M

Full Form BAS includes additional fields for:

- G11 Non-Capital Purchases; and G10 – Capital Purchases. Where either of these fields are not present on the BAS, you must enter a zero '0'
- 2. Selection of Yes/No if the statements **Include Capital Purchases in BAS profit** and the ability to **Add back Capital Purchases (excl GST)**.

If addbacks are not applicable, you must enter a zero '0'. If left blank, the calculator will not provide a result for BAS profit for that statement period

BAS CALCULATOR - QUART	ERLY		BAS CALCULATOR - QUART	ERLY	
		Quarter 1			Quarter 1
Total Sales	BAS Item G1	\$ 2,000.00	Total Sales	BAS Item G1	\$ 2,000.00
Total Sales includes GST GST on Sales	<b>1</b> A	Yes \$ 200.00	Total Sales includes GST GST on Sales	1A	Yes \$ 200.00
Sales Net of GST		\$1,800.00	Sales Net of GST		\$1,800.00
LESS GST on Purchases	1B	\$ 100.00	LESS Non Capital Purchases Capital Purchases	G11 G10	\$- \$-
Purchases Net of GST		\$1,000.00	GST on Purchases	1B	\$ 100.00
Total Salary, wages and other payments	W1	\$ 200.00	Purchases Net of GST		\$1,000.00
Staff OnCosts FBT	6A	\$ 30.00 \$ 10.00	Total Salary, wages and other payments Staff OnCosts	W1	\$ 30.00
Total Expenses Net of GST		\$ 1,240.00	FBT	6A	\$ 10.00
			Total Expenses Net of GST		\$ 1,240.00
BAS Profit BAS Calculator – Simpler BAS		\$ 560.00	Include Capital Purchases in BAS Profit Add Back: Capital Purchases (excl GST)	2	No \$-

BAS Calculator – Full Form BAS

BAS Profit

560.00

s

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# Let's talk SIMPLE+.

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