

# Loan Accounts.

Charges for specific  
services and accounts.

Fees stated are current as at the date of this brochure but may change from time to time. We will notify you of changes as required under the conditions of use for your account.

Nearly all financial services provided by the Bank will be "input taxed" under GST. This means that GST of 10% will not be added to the fee/charge for that service. There are a few services provided by the Bank which will be subject to GST of 10%. GST of 10% will be included in the fees and charges for these services after taking into account any cost savings arising from the introduction of the GST. Where applicable, the fees stated are GST inclusive.

## HOME LOAN ACCOUNTS. (INCLUDING PORTFOLIO LOAN).

### Home Loan and Portfolio Loan establishment fees:

|  |   |
|--|---|
| Standard Home Loan                                 | \$600 <sup>1</sup>  |
| Basic Home Loan                                    | \$500 <sup>1</sup>  |
| Portfolio Loan                                     | \$700 <sup>1</sup><br>plus \$100 for<br>each additional<br>sub-account after<br>the primary sub-<br>account |
| Super Fund Home Loan                               | \$1500 <sup>1</sup>   |
| Relocation Loan                                    |   |
| • With End loan                                    | \$600 <sup>1</sup>  |
| • With No End loan                                 | \$1350 <sup>1</sup>   |
| Increase home loan/credit limit<br>application fee | \$500 <sup>1</sup> per request  |
| Split loan fee                                     | \$150 per request   |
| Settlement processing fee                          | \$100   |

**Rate lock fee – payable on fixed rate Home Loans and Portfolio Loan sub-accounts on which Rate Lock applies and on which the fixed rate is entered into on or after 21 July 2008, as follows:**

|                     |  |
|---------------------|--|
| Home loan           | <p>The higher of 0.15% of the loan amount (to be at a fixed rate) or \$500.</p> <p>For loan amounts up to \$2M, the fee is capped at \$1,000.</p> <p>For loans &gt;\$2M the 0.15% of the loan balance applies.</p> |
| Existing Home Loans | <p>The higher of 0.15% of the loan amount (to be at a fixed rate) or \$500.</p> <p>For loan amounts up to \$2M, the fee is capped at \$1,000.</p> <p>For loans &gt;\$2M the 0.15% of the loan balance applies.</p> |
| Portfolio Loans     | <p>The higher of 0.15% of the loan amount (to be at a fixed rate) or \$500.</p> <p>For loan amounts up to \$2M, the fee is capped at \$1,000.</p> <p>For loans &gt;\$2M the 0.15% of the loan balance applies.</p> |

**Additional bank legal fees:**

When any of the security offered:

|   |                    |
|---|--------------------|
| Qualified Title or Old Systems Title (NSW only) | \$205 per security |
| Company Title                                   | \$205 per security |

When any of the security offered involves a:

|  |                        |
|--|------------------------|
| Guarantee  | \$205 per guarantee    |
| Trustee  | \$205 per trustee      |
| Priority agreement (a prior mortgage from another institution) | \$102.50 per agreement |

|  |                   |
|--|-------------------|
| For any loan which includes security under a Shared Equity arrangement | \$442.60 per loan |
| Super Fund Home Loan and Custodian Deed Vetting Fee                    | \$615 per loan    |

### Additional property valuation, or market value assessment/estimate fees:

Valuation, external inspection, Market assessment/estimate fees if we ask to have any mortgage property valued, externally inspected or on which a market value assessment/estimate is to be conducted by us:

|   |               |
|---|---------------|
| Valuations (fee payable is dependent on location/value of security property(s)) | from \$164.00 |
| External property inspection  | \$92.25       |
| Electronic Property Market Value Estimate                                       | \$10.25       |
| Property Market Value Assessment  | \$71.75       |

### Building loan fees:

|   |                             |
|---|-----------------------------|
| Progress payment administration fee   |                             |
| • on loans where construction is under a Contract builder   | \$250                       |
| • on loans where construction is under an Owner builder   | \$350                       |
| Inspection fees – Building Loans, Contract Builder  | \$102.50 per inspection     |
| Inspection fees – Building Loans, Owner Builders  | \$102.50 per inspection     |
| Additional Progress Payment Fee, for building loans for Owner Builders – payable for each additional advance after the first 6 advances | \$50 per additional advance |

## Fees for other services:

For all Home Loans and Portfolio Loans:

|  |                      |
|--|----------------------|
| Second mortgage consent, for allowing another financial institution to register a second mortgage behind the BankSA mortgage (excludes production fee) | \$100 <sup>1</sup>   |
| Production of certificate of title fee   | \$100 <sup>1</sup>   |
| Consent to sub-division, leases, easements etc (excludes production fee)   | \$350 <sup>1</sup>   |
| Substituting securities on existing home loans   | \$500 <sup>1/2</sup> |
| Additional security property fee   | \$100                |

For all Home Loans:

|   |       |
|---|-------|
| Renegotiation fee – payable whenever we agree to renegotiate or vary conditions on a loan other than a conversion (switch) to a different interest rate or home loan type | \$500 |
| Interest in advance fee – payable each time you request and pay interest in advance   | \$150 |

For all Portfolio Loans:

|  |  |
|--|--|
| Additional sub-account fee   | \$100 per additional sub-account                                 |
| Redistribution of limit fee  | \$10 per request   |
| Duplicate or interim sub-account statement                             | \$2 per statement  |
| Change of primary sub-account fee                                      | \$10 per request   |
| Change of interest rate or interest rate option or payment requirement | \$500 per request per sub-account plus break costs if applicable |

Break costs are an amount equal to the Bank's reasonable estimate of its loss due to your breaking the fixed rate period.

## Administration/service fee:

### Home Loans

|  |                |
|--|----------------|
| Seniors Access Home Loan                         | \$10 per month |
| Seniors Access Plus Home Loan                    | \$15 per month |
| Low Doc Home Loan                                | \$12 per month |
| No Deposit Home Loan                             | \$12 per month |
| Super Fund Home Loan                             | \$12 per month |
| Essential Home Loan                              | \$12 per month |
| Basic Home Loan                                  | Nil per month  |
| All other home loans (on which a fee is payable) | \$10 per month |
| Full offset service fee                          | \$5 per month  |

### Portfolio Loans

#### Monthly fees

|                                    |                                   |
|------------------------------------|-----------------------------------|
| Portfolio Loan sub-account         | \$14 per month<br>per sub-account |
| Low Doc Portfolio Loan sub-account | \$17 per month<br>per sub-account |

OR

#### Annual fees

|                        |                 |
|------------------------|-----------------|
| Portfolio Loan         | \$200 per annum |
| Low Doc Portfolio Loan | \$250 per annum |

### Home Loan and Portfolio Loan discharge processing fees:

|   |                    |
|---|--------------------|
| Mortgage Discharge Fee (including partial discharge)  | \$350 per mortgage |
| Partial discharge assessment fee – payable when you ask us to discharge part of a real property mortgage security |                    |
| For Loan Offers issued before 3 June 2011   | \$150              |
| For Loan Offers issued from 3 June 2011   | \$350              |

## Early repayment fees:

The calculation of early repayment fees is dependent on loan type and approval date. There are four types of early repayment fees – break costs, early termination fees, early repayment fees and loan discharge fees. Please refer to the appropriate section that follows.

## Fixed Rate loans:

Approved from 1 November 1996

Break costs ARE payable when wholesale interest rates have fallen during the fixed rate period on your loan AND:

- you prepay the total amount owing on your loan; or
- you make prepayments in excess of the prepayment threshold (*as defined* in the loans terms and conditions); or
- the total amount owing on your loan becomes immediately due for payment because you are in default; or
- you change to another interest rate option (fixed or variable); or
- you change the repayment type.

## Portfolio Loan discharge fees:

A loan discharge fee is payable when a Portfolio Loan or a Low Doc Portfolio Loan is discharged within 3 years of the settlement date and at any time during the first 3 years:

On Portfolio Loans Approved from 16 March 2003, where:

- A discounted or negotiated variable rate applied to any sub-account; or
- We made progress payments on a construction sub-account;

and

on Low Doc Portfolio Loan Approved from 14 April 2008, where:

- A negotiated variable rate applied to any sub-account.

\$1,000

A loan discharge fee does not apply to Portfolio Loan Offers issued from 3 June 2011.



## All other home loans:

Approved from 22 February 2004 (not applicable to Portfolio Loans)

|  |  |
|--|--|
| Early Repayment fee - payable where any loan agreement is on a negotiated variable rate or a negotiated fixed rate and is entered into from 20 February 2006 to 2 June 2011 and the loan is repaid in full within 3 years of the start of the negotiated rate ( <i>not applicable to Portfolio loans</i> ) | \$1,000 plus break costs if payable    |
| Early Repayment Fee - payable where any Basic Home Loan agreement is entered into from 19 February 2007 to 2 June 2011 and the loan is repaid in full within 3 years of the settlement date.   | \$1,000 plus break costs if applicable |

## Early Termination fees:

Approved from 16 March 2003

An early termination fee is payable if the loan is discharged before the third anniversary of the settlement date. The fee is calculated as follows for home loans approved as:

|   |  |
|---|--|
| A No Deposit Home Loan with: <ul style="list-style-type: none"><li>• Loan Extension Fee (approved before 22.02.2009); or</li><li>• Flexible Deposit Option (approved before 26.11.2007)</li></ul> | 1.5% of the balance owing on your loan account at the date of repayment, with a maximum of \$1,000 |
|---|--|

Approved from 1 March 2008 to 2 June 2011

An early termination fee is payable before the fourth anniversary of the settlement date. The fee is calculated as follows for home loans approved as:

|   |  |
|---|--|
| <ul style="list-style-type: none"><li>• A Discount Variable Rate Loan; or</li><li>• An Introductory Fixed Rate Loan</li></ul> | 0.9% of the balance owing on your loan account at the date of repayment, with a maximum of \$1,000 |
|---|--|

An early termination fee is payable if the loan is discharged before the fourth anniversary of the settlement date and calculated on a loan approved as:

|  |  |
|--|--|
| <ul style="list-style-type: none"> <li>• No Deposit Home Loan with Quick Start Option (approved from 28.05.2007 to 02.06.2011)</li> <li>• No Deposit Home Loan with Flexible Deposit Option (approved from 26.11.2007 to 02.06.2011)</li> <li>• Super Fund Home Loan (approved from 23.11.2008 to 02.06.2011)</li> <li>• No Deposit Home Loan with Loan Extension Fee Option (approved from 22.02.2009 to 02.06.2011)</li> </ul> | <p>1.75% of the balance owing on your loan account at the date of repayment, with a maximum of \$1,000</p> |
|--|--|

### Home Loan Conversion (switch) fees:

All switches are subject to our prior approval.

Break costs may be payable when switching from any fixed rate loan and are in addition to the switch fee. Break costs are an amount equal to the Bank's reasonable estimate of its loss due to breaking of the fixed rate period or early repayment of a fixed rate loan.

*The following conversion (switch) fees are applicable to:*

|  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• all loans approved before 15 March 2003; and</li> <li>• all loans approved from 16 March 2003, other than as Introductory Fixed, Discount Variable or Interest Subsidy Loans; and</li> <li>• all loans approved from 16 March 2003 as Introductory Fixed, Discount Variable or Interest Subsidy Loans when converting the loan more than 3 years after the settlement date:             <ul style="list-style-type: none"> <li>— When converting the loan to a different interest rate, repayment type (including Repayment Pause) or home loan type</li> </ul> </li> </ul> | <p>\$500 plus break costs if applicable</p> |
|--|---|

|  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• all loans approved from 16 March 2003 as Introductory Fixed, Discount Variable or Interest Subsidy loans when converting the loan, within 3 years after the settlement date: <ul style="list-style-type: none"> <li>– When converting the loan to a Basic Home Loan, Negotiated Variable Rate Home Loan, Negotiated Fixed Rate Home Loan or Portfolio Loan on which at least one sub-account has a negotiated variable rate or a negotiated fixed rate</li> </ul> </li> </ul> | <p>\$1,000 plus break costs if applicable</p> |
| <ul style="list-style-type: none"> <li>• all loans approved from 22 December 2006 as Introductory Fixed, Discount Variable or Interest Subsidy loans when converting the loan: <ul style="list-style-type: none"> <li>– When converting the loan to a Basic Home Loan, Negotiated Variable Rate Home Loan, Negotiated Fixed Rate Home Loan or Portfolio Loan on which at least one sub-account has a negotiated variable rate or a negotiated fixed rate</li> </ul> </li> </ul>  | <p>\$500 plus break costs if applicable</p>   |
| <ul style="list-style-type: none"> <li>• all loans approved from 11 November 2007 as Introductory Fixed or Discount Variable loans when converting the loan: <ul style="list-style-type: none"> <li>– When converting the loan to a Basic Home Loan, Negotiated Variable Rate Home Loan, Negotiated Fixed Rate Home Loan or Portfolio Loan on which at least one sub-account has a negotiated variable rate or a negotiated fixed rate</li> </ul> </li> </ul>  | <p>\$500 plus break costs if applicable</p>   |
| <ul style="list-style-type: none"> <li>• When converting an Essential Home Loan to a Basic Home Loan</li> </ul>  | <p>\$500</p>                                  |

## Repayment Pause (switch) fees:

All Repayment Pause (switch) requests are subject to our approval.

## Home Loans:

|   |                   |
|---|-------------------|
| All loans other than Building, Relocation, Seniors Access, Seniors Access Plus, Super Fund Home Loan, No Deposit (Investment) and Low Doc Loans where Repayment Pause is requested. | \$500 per request |
|---|-------------------|

## Portfolio Loans:

|                            |                                   |
|----------------------------|-----------------------------------|
| All Portfolio sub-accounts | \$500 per request per sub-account |
|----------------------------|-----------------------------------|

## Portfolio Loan transaction fees:

1. Does not include government charges such as stamp duty, registration fees, search fees or any other disbursements, such as owner builder inspection fees, a valuer's travelling fees, your legal fees and lender's mortgage insurance premiums, wherever these are applicable. Also excludes additional bank legal fees and any additional valuation fees. Fees paid will not be refunded if the loan does not proceed for any reason. In some cases, however, the establishment fee you paid may be applied to another home loan application if made within 6 months of the original application. Special establishment fee offers may be available from time to time. Please refer to your nearest BankSA Home Loan Centre or branch for details.
2. Fees exclude valuation fee (if required). Simultaneous settlement is required for any substitution of securities.

## Payment honour fee:

|  |                     |
|--|---------------------|
| Payment honour fee (Overdrawn fee) – payable for each transaction we honour which exceeds available credit | \$9 per transaction |
|--|---------------------|

## Internet and Phone Banking

|   |      |
|---|------|
| Internet and Phone Banking transfer withdrawals (including BPAY® transactions) on all Portfolio Loan sub-accounts | Free |
|---|------|

If you are not already registered for Internet and Phone Banking, have your account details handy and call 1300 555 203, 8am to 8pm, 7 days, or ask at your local branch, and we will arrange registration for you.

### Transaction fees:

The first 10 monthly withdrawals from each sub-account by BankSA/St.George/Westpac branded ATMs in Australia, EFTPOS, cheques or staff assisted (maximum of 2 free staff assisted withdrawals in the allowance) are free. Internet and Phone Banking transfer withdrawals are included in the fee-free monthly withdrawal allowance. All deposits and Internet and Phone Banking transfer withdrawals (including BPAY transactions) on each sub-account are free.

Transaction fees are charged on all other transactions.

Refer to "BankSA Transaction, Savings and Investment Accounts - Fees and Charges and how to minimise them" brochure for the information on the on the fees applicable to the operation of the transaction account.

## PERSONAL LENDING.

### Personal Loans:

#### Establishment Fee

|                          |             |
|--------------------------|-------------|
| Secured Personal Loans   | from \$195* |
| Unsecured Personal Loans | from \$195  |

\*excludes government charges such as stamp duty, search fees, fee for registration of security interest with the Personal Property Securities Register or any other disbursements, wherever these are applicable.

Monthly administration fee (for personal loans on which the fee is payable):

|                          |      |
|--------------------------|------|
| Secured Personal Loans   | \$12 |
| Unsecured Personal Loans | \$12 |

*For all personal loans approved from 26 February 2006.*

|   |       |
|---|-------|
| Personal Loan Discharge Processing Fee – may be payable if a personal loan is repaid: |       |
| • within the first 12 months of the loan term   | \$150 |
| • after the first 12 months but before the end of the loan term                       | \$100 |

*For personal loans approved from 28 October 2000.*

Break costs – payable on early payout or partial payment (in excess of the limit set out in the personal loan terms and conditions) of a fixed rate personal loan.

Break costs are an amount equal to the Bank's reasonable estimate of its loss due to breaking of the fixed rate period or early repayment of a fixed rate personal loan.

## Get Set Loans:

|   |            |
|---|------------|
| Establishment fee   | from \$150 |
| Monthly administration fee – payable each month or part of a month in which you have a Get Set Loan | \$12       |
| Payment honour fee – payable for each transaction we honour which exceeds available credit          | \$9        |

## Unsecured Personal Overdraft:

|  |               |
|--|---------------|
| Overdraft service fee – payable while you have an overdraft facility on your account.      | \$5 per month |
| Payment honour fee – payable for each transaction we honour which exceeds available credit | \$9           |

Refer to “BankSA Transaction, Savings and Investment Accounts - Fees and Charges and how to minimise them” brochure for the information on the on the fees applicable to the operation of the transaction account.

## OTHER CHARGES (all loans).

### Document requests:

|   |                          |
|---|--------------------------|
| Photocopy of loan documents, such as survey, plans, title deeds, security documents | \$10 per document        |
| Copy of loan statement  | \$2 per statement period |
| Interim loan statement  | \$2 per statement period |
| Copy of withdrawal or deposit form  | \$10.50                  |
| Copy of personal or bank cheque, after it has been presented or deposited           | \$16                     |

## Redraw fee:

|  |   |
|--|---|
| For Essential and Basic Home Loans       | \$50 per withdrawal<br>\$0 per withdrawal<br>via Internet and<br>Phone Banking  |
| For No Deposit Home Loans                | \$50 per withdrawal<br>\$10 per withdrawal<br>via Internet and<br>Phone Banking |
| All other Residential loans              | \$25 per withdrawal<br>\$10 per withdrawal<br>via Internet and<br>Phone Banking |
| Personal Loans<br>(\$500 minimum amount) | \$10 per withdrawal   |

## Miscellaneous fees:

For Home Loans (other than Portfolio Loans) and Personal Loans

|  |                     |
|--|---------------------|
| Processing fee – payable each time you make any repayment on your loan over the counter in a branch or by cash or cheque | \$3 per transaction |
|--|---------------------|



For all loans:

|   |                                       |
|---|---------------------------------------|
| Each bank cheque required for loan proceeds   | \$10.00 per cheque                    |
| Arrears letter fee – payable when we send you an arrears letter relating to an overdue amount:                    |                                       |
| • for Personal Loans and Get Set Loans  | \$9                                   |
| • for Residential Loans and Portfolio loans   | \$9                                   |
| Payment dishonour fee – payable whenever a direct debit order for payment from another institution is dishonoured | \$9                                   |
| Special clearance on a deposited cheque   | \$16                                  |
| Customer requested interest recalculation   | \$30 per recalculation                |
| Safe custody of your title deeds  | \$30 per lodgement (inclusive of GST) |

## CODE OF BANKING PRACTICE

### More Information on Banking

A booklet called "BankSA Transaction, Savings and Investment Accounts Banking Services – Terms and conditions and General Information" is available from any BankSA branch. This booklet contains all types of information about banking services and the Code of Banking Practice which you may find helpful and is free of charge.

### Privacy and Confidentiality

We have a duty to keep information about our customers confidential, except in certain circumstances which are detailed in the "BankSA Transaction, Savings and Investment Accounts Banking Services – Terms and conditions and General Information" booklet.

For more information about privacy, ask for a copy of our policy "Protecting Your Privacy".

### Joint borrowers

If you and one or more other persons borrow money, you are known as joint borrowers. Each joint borrower is liable for the loan both on your own and together. This means one of you could be liable for the whole loan on your own.

**We, us** and **our** means BankSA – A Division of Westpac Banking Corporation ABN 33 007 457 141 AFSL and Australian credit licence 233714.

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