



Product

E.g. Near Prime Plus, Vacant Land Near Prime, Commercial Prime, Expat Near Prime

Reason for product selection and explanation for adverse conduct.

E.g. For a Near Prime Alt Doc Loan, telco credit default listed and paid >24 months ago

Loan Purpose

- Examples include: refinance investment, debt consolidation, and cash out
- For cash out, please specify the intended use, (e.g. vehicle purchase, holiday, minor home improvements)
- For company borrowers, include:
 - Date the company was established
 - Whether the company is actively trading or not
 - How the company intends to repay the loan (e.g. rental income, trading income, asset sale)
 - How the loan benefits the company (e.g. funding a development, working capital, asset acquisition)
- For Commercial Loans/non-NCCP loans, the loan purpose must be >50% for business purposes (e.g. \$500k refinance of business loan + \$200k cash out for minor home improvements)

Income & Employment

E.g. provide details of income and how you calculated it. How does the customer derive income, i.e. runs a café in Sydney CBD

Security

Confirm postcode and category to ensure it meets loan amount/LVR policy

Exit Strategy - Required for Owner Occupied and Investment Properties (not required for Commercial Loans)

Applicants aged 50 or over must outline their exit strategy below and provide a signed and dated letter confirming the strategy.

If the Strategy involves downsizing or selling an investment property or the other asset, include the expected sale price, planned sale timeline, and estimated funds remaining after the sale.

Also provide supporting documents, such as the most recent superannuation balance statement and evidence of asset ownership.