



PRODUCT MATRIX

**Solutions for Prime, Near Prime and
Specialist Borrowers**

Effective for new loans from 1 July 2020. Warning: This publication is intended for Select accredited introducers and referrers only and is not to be distributed to anyone else, including consumers, under any circumstance.

CALL 0800 002 207
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VARIABLE & FIXED RATES

LVR	PRIME		NEAR PRIME	
	FULL DOC	ALT DOC	FULL DOC	ALT DOC
60%	3.49%	4.19%	4.99%	5.39%
65%	3.49%	4.19%	5.09%	5.49%
70%	3.49%	4.19%	5.19%	5.59%
75%	3.59%	4.29%	5.29%	5.69%
80%	3.59%	4.39%	5.59%	5.99%
85%	4.19%	-	-	-

LVR	SPECIALIST		SPECIALIST+	
	FULL DOC	ALT DOC	FULL DOC	ALT DOC
60%	5.94%	6.04%	6.04%	6.14%
65%	6.04%	6.24%	6.24%	6.44%
70%	6.19%	6.49%	6.49%	6.79%
75%	6.39%	6.79%	6.79%	7.19%
80%	7.24%	7.69%	7.69%	8.14%

FIXED RATE OPTIONS:

1, 2, 3, 4 and 5 year fixed rates available as per product and LVR bands above
 4 years fixed: +0.10% loading for Prime product only as per LVR bands above
 5 years fixed: +0.15% loading for Prime product only as per LVR bands above



Scan the QR code with your mobile to see our **Fees & Charges**



Scan the QR code with your mobile to see our **Acceptable Security Limits**

PRODUCT DETAILS

	PRIME			NEAR PRIME	
	Full Doc <85% LVR	Full doc <80% LVR	Alt Doc	Full doc	Alt Doc
Loan Policies					
Minimum Loan Amount	\$100,000	\$100,000		\$100,000	
Maximum Loan Amount*	\$1,000,000**	\$1,500,000*	\$1,000,000*	\$1,500,000*	\$1,000,000*
Cash Out	N/A	\$100,000		\$50,000	
Debt Consolidation	N/A	Up to \$100,000		Unlimited	
Tax & Business Debts	N/A	Yes		Yes	
Solicitors & Private Mortgages	N/A	No		Yes	
Interest Only	N/A	Interest only for O/O and investments up to 80% LVR		Interest only for O/O and investments up to 80% LVR	
Income Accepted	PAYE only	Full time, part time, contract, self employed, overtime, Family Work & Income, pension and child maintenance		Full time, part time, contract, self employed, probation, overtime, Family Work & Income, pension and child maintenance	
Rental Income	N/A	Capped at 80%		Capped at 80%	
Impairment Levels/Credit Guide					
Defaults, Writs & Judgements	No defaults and/or judgements greater than \$500. Defaults and/or judgements less than or equal to \$500 have been fully paid	No defaults and/or judgements greater than \$500. Defaults and/or judgements less than or equal to \$500 have been fully paid		Defaults and/or judgements less than \$1000, or which are more than 24 months old, are ignored	
Mortgage or Rent Arrears	<7 days, no default fees and never overlimit	<7 days, no default fees and never overlimit		<7 days, no default fees and never overlimit	
Personal Loan or Credit Card - late payments, arrears or overlimits	<7 days, no default fees and never overlimit	<7 days, no default fees and never overlimit		<7 days, no default fees and never overlimit	
Summary Instalment Order	Not accepted	Not accepted		Not accepted	
Bankruptcy	None	None		None	
Documentation					
Fully Verified	PAYE only 2 payslips or employment letter must be same industry for last 2yrs	PAYE - 2 payslips or Employment letter SELF-EMPLOYED - 6 months business bank statements and either 2 years full financials or 2 years personal and business tax returns		PAYE - 2 payslips or Employment letter SELF-EMPLOYED - 6 months business bank statements and either 1 year full financials or 1 year personal and business tax returns	
Alt Doc	N/A	6 months business bank statements and 1 year personal and business tax returns		6 months business bank statements and 6 months most recent GST returns	
NZ Business Number	N/A	>24 months		>12 months	
Personal Bank Statements	3 months personal bank statements	3 months personal bank statements		3 months personal bank statements	

*Dependent upon Metro/Regional location and Full Doc/Alt Doc.

**Metro locations only

PRODUCT DETAILS continued

	SPECIALIST		SPECIALIST+	
	Full doc	Alt Doc	Full doc	Alt Doc
Loan Policies				
Minimum Loan Amount	\$100,000		\$100,000	
Maximum Loan Amount	\$1,500,000*	\$1,000,000*	\$1,500,000*	\$1,000,000*
Cash Out	\$50,000		\$50,000	
Debt Consolidation	Unlimited		Unlimited	
Tax & Business Debts	Yes		Yes	
Solicitors & Private Mortgages	Yes		Yes	
Interest Only	Interest only for investments up to 80% LVR		Interest only for investments up to 80% LVR	
Income Accepted	Full time, part time, contract, self employed, probation, overtime, Family Work & Income, pension and child maintenance		Full time, part time, contract, self employed, probation, overtime, Family Work & Income, pension and child maintenance	
Rental Income	Capped at 80%		Capped at 80%	
Impairment Levels/Credit Guide				
Defaults, Writs & Judgements	Defaults and/or judgements less than \$1000, or which are more than 12 months old, are ignored		No more than 2 paid or unpaid defaults and/or judgements over \$1,000 within the last 12 months	
Mortgage or Rent Arrears	Less than 1 months arrears evident in the last 6 months		Less than 3 months arrears evident in the last 6 months	
Personal Loan or Credit Card - late payments, arrears or overlimits	Conduct ignored		Conduct ignored	
Summary Instalment Order	Not accepted		Yes if there is six months clear SIO repayment history, and the loan is to include full repayment of the SIO	
Bankruptcy	Ignored if discharge date is >2 years		Ignored if discharge date is >2 years	
Documentation				
Fully Verified	PAYE - 2 payslips or Employment letter SELF-EMPLOYED - 6 months business bank statements and either 1 year full financials or 1 year personal and business tax returns		PAYE - 2 payslips or Employment letter SELF-EMPLOYED - 6 months business bank statements and either 1 year full financials or 1 year personal and business tax returns	
Alt Doc	6 months business bank statements and 6 months most recent GST returns		6 months business bank statements and 6 months most recent GST returns	
NZ Business Number	>12 months		>12 months	
Personal Bank Statements	3 months personal bank statements		3 months personal bank statements	

*Dependent upon Metro/Regional location and Full Doc/Alt Doc.