PRELIMINARY CREDIT ASSESSMENT AND CREDIT PROPOSAL DISCLOSURE

PRELIMINARY CREDIT ASSESSMENT

Issue date: {system.currentDate}

ABOUT YOU

{@brokerToolsTablesBorrowers}

ABOUT US

LICENSEE DETAILS

Australian Credit Licence Name	{organization.license.institution1}
Australian Credit Licence Number	{organization.license.id1}
Business Name	{organization.license.institution4}
Address	{organization.license.institution2}
Phone Number	{organization.license.id3}
Email	{organization.license.institution3}

BROKER DETAILS

Broker	**{deal.owner.nameFull}**
Credit Representative Name	{deal.owner.license.institution1}
Credit Representative Number	{deal.owner.license.id1}
{deal.owner.license.institution4} Member Number	{deal.owner.license.id4}
Business Name	{deal.owner.license.institution5}
Address	{deal.owner.address}
Phone Number	{deal.owner.phone}
Email	{ticket.identity.contact2.value}

ABOUT THIS PRELIMINARY CREDIT ASSESSMENT AND CREDIT PROPOSAL

This Preliminary Credit Assessment and Credit Proposal sets out important information that we must give you when we provide you with credit assistance.

This document outlines:

- the information you provided in relation to your financial situation, requirements and objectives;
- the preliminary assessment we completed to ensure we recommended a loan or lease which is not unsuitable for you;
- our recommendation and why we believe this is in your best interests;
- fees and charges payable; and
- commissions that we or other parties may receive in relation the proposed loan/s or lease/s.

Please review and sign the Client Acknowledgement to confirm the content is true and correct at the time of signing.

ASSESSMENT DETAILS

This assessment is based on the information provided by you, and it has been assessed that the loan or lease is/was NOT UNSUITABLE for you.

	VALUE
Approximate date the assessment was made	{system.currentDate}
Period covered by assessment	90 days from the date the assessment was made

MONTHLY FINANCIAL POSITION

The summary below is based on the information you have provided us and we have verified, what your monthly financial position is now, and what it would be if you obtain the loan or lease we have recommended (including a buffer/floor rate).

{@brokerToolsTablesMonthlyFinancialPosition}

* Buffer is calculated as: 80.00% of rental income added to gross income, 3.00% buffer on current mortgage rates, 3.00% buffer on proposed loan rates.
* Lenders and lessors may apply different assessment criteria in determining loan serviceability, and these factors may affect your capacity to borrow.

NEEDS AND OBJECTIVES

PRIMARY REASONS FOR SEEKING CREDIT/YOUR NEEDS & OBJECTIVES
{deal.objectives.needsAndObjectives.notes}

PRODUCT REQUIREMENTS

Your preferences have driven our recommendation. These factors have helped us narrow down options available. We understand why these preferences are important to you and considered any special requirements in our recommendations. It’s important you understand the potential impact of your particular preferences and product features, so we have included important information related to your loan or lease preferences.

{@consumerLoanTablesProductRequirements}

TERM OF CREDIT SOUGHT

{@consumerLoanTablesTermOfCreditSought}

BASIS FOR RECOMMENDATIONS MADE AND CUSTOMER DISCLOSURES

{@consumerLoanTablesBasisForRecommendationsMadeAndCustomerDisclosures}

* Please refer to the Risks/Benefits Statements which covers the risks and benefits of your requested loan or lease features.
* Design and Distribution Obligations (DDO) are intended to help consumers obtain financial products that are appropriate for them. Each product must have a Target Market Determination (TMD) which specifies the product issuer’s distribution conditions, including

who the target market of the product is. For more information, or to see the TMD for the recommended product, please ask your Broker.

BROKER ANALYSIS

ANALYSIS, ASSESSMENT AND APPLICANT EDUCATION COMMENTS

{consumerLoan.compliance.analysisAssessmentAndApplicantEducation}

LOAN OR LEASE PRODUCTS/FEATURES COMPARED

Based on the information provided by you, we compared the following lenders or lessors and products before making our recommendation. Let us know if you would like to discuss these options further.

{@consumerLoanTablesCompareProducts}

* Interest rates, fees and repayments may change from those disclosed in this document if the lender or lessor changes its loan or lease terms. Before you accept your loan or lease offer, you should check it carefully to ensure that the terms of the loan or lease meet your requirements as they may differ from the terms set out in this document.
* The above chart shows the principal, interest and fees payable for the compared loan/s or lease/s.

CREDIT PROPOSAL DISCLOSURE

LOAN/LEASE PRODUCTS/FEATURES RECOMMENDED

Based on our discussion regarding your personal needs and objectives, we have reached the following recommendation:

{@consumerLoanTablesPreferredProductAdditional}

* If any details about your financial circumstances, requirements or objectives are incorrect, or change, our recommendation may also change. The details above reflect the information we have been provided by the relevant lenders or lessors as at the date of this document and are subject to change at any time.
* In recommending these lenders or lessors and products, our search for the most appropriate product was limited to the products which we can access and recommend from our aggregator's lender panel.
* Interest rates, fees and repayments may change from those disclosed in this document if the lender or lessor changes its loan or lease terms.

PRODUCT SUITABILITY
{consumerLoan.productSuitability.isUnsuitable} {consumerLoan.productSuitability.isProductInconsistent}

WHY OUR RECOMMENDATION MEETS YOUR BEST INTERESTS

OPTIONS PRESENTED AND RECOMMENDATION COMMENTS
{consumerLoan.compliance.optionsPresentedAndRecommendation}

CONFLICT OF INTEREST DISCLOSURE

{@consumerLoanTablesConflictOfInterest}

* If there are potential conflicts, these will be managed and relevant disclosures made in a Conflicts of Interest Register. You may request a copy of this register to provide you with confidence that we have prioritised your interests ahead of our own in all circumstances.

ASSET TO BE FINANCED (IF APPLICABLE)

{@consumerLoanTablesAssetToBeFinanced}

* If you are not financing an asset, this section has been intentionally left blank

FEES AND CHARGES

FEES AND CHARGES PAYABLE BY YOU FOR YOUR LOAN/S OR LEASE/S

Some fees and charges may be payable to the lender or lessor or other parties by you even if you choose not to proceed with an application for the loan or lease, or your application is not successful.

An estimate of the total fees and charges payable by you to the lender or lessor for applying for the loan or lease is as follows:

{@consumerLoanTablesFinanceProposalAssociatedFees}

*These fees and charges are one-off payments unless otherwise indicated. These amounts are estimates only and the final figures will be shown in the credit contract issued by the lender or lessor. Some or all of these fees and charges may be payable from the loan or lease proceeds.

ESTIMATED NET FUNDS AVAILABLE

{@consumerLoanTablesFundsAfterFees}

The net amount available from the draw-down of your asset finance or personal loan facility does not necessarily represent the amount of funds that will be available to you. Other associated fees and charges may be disbursed from the loan or lease funds provided to you. Please refer to your credit contract for details.

FEES AND CHARGES PAYABLE BY YOU TO US OR THE LICENSEE

If a fee is payable by you, this will have been disclosed in a Credit Quote we would have previously provided you. The Credit Quote outlines any fees payable for providing credit assistance and when they are payable. If you did not receive a Credit Quote, this will indicate there are no fees payable to us.

OTHER FEES AND BENEFITS WE MAY BE ENTITLED TO BE PAID

Other benefits may be received from our panel of lenders, lessors and aggregator from time to time. These benefits may include attendance at social events, conferences, educational events and gifts. These are not payable by you.

You can ask your Broker if any additional fees or benefits may be applicable to your Broker in relation to your credit application.

EXPLANATION OF FEES AND CHARGES

TYPE	EXPLANATION	FREQUENCY	WHEN IS THIS NOT PAYABLE
Establishment Fee	The Establishment Fee represents the payment by you to the lender or lessor for providing credit to you under the credit contract.	This is a one-off fee and only payable if the credit contract is entered into.	This fee is not payable if you do not enter into the credit contract.
Account Keeping Fee	The Account Keeping Fee represents the fee payable to the lender or lessor for administering your credit contract on a monthly basis.	This fee is payable monthly and is included in your monthly instalment.	This fee is not payable if you do not enter into the credit contract.
Origination Fee	The Origination Fee represents the fee payable by the lender or lessor to us for providing credit assistance to you under the credit contract.	This is a one-off fee and only payable if the credit contract is entered into.	This fee is not payable if you do not enter into the credit contract.
Personal Properties Securities Register (PPSR)	This PPSR Fee represents the fee payable by the lender or lessor to the PPSR to lodge an encumbrance over the asset you've financed. Information about the PPSR can be found at www.ppsr.gov.au.	This is a one-off fee and only payable if the credit contract is entered into.	This fee is not payable if you do not enter into the credit contract.

TYPE	EXPLANATION	FREQUENCY	WHEN IS THIS NOT PAYABLE
Referral Fee	A Referral Fee is a fee payable to a third party who referred you to us.	This is a one-off fee and only payable if the credit contract is entered into.	This fee is not payable if you do not enter into the credit contract.
Broker Service Fee	A Broker Service Fee is payable for assisting you to arrange finance.	This is a one-off fee and only payable if the credit contract is entered into.	This fee is not payable if you do not enter into the credit contract.

COMMISSIONS

HOW ARE WE PAID?

Generally, we will be paid by the recommended lender or lessor in the following ways:

TYPE	EXPLANATION
Commission/Brokerage	When your loan or lease has settled, the lender or lessor will pay us an initial payment as a percentage (%) of the net amount financed (NAF). This percentage varies by lender however generally ranges between 0 and 4% including GST. For example, where the assistance provided is for a $10,000 loan or lease, the commission payable may be between $0 to $400.
Volume Bonus	We have a volume bonus arrangement in place with the majority of our lenders and lessors. We may receive additional commission depending on the total volume of business that we arrange with a lender or lessor. If the relevant volume targets are met with a lender or lessor, additional commission is payable by the lender or lessor to us. This percentage varies by lender or lessor however generally ranges between 0 and 2% including GST. The amount of this additional commission cannot be determined at the time of loan or lease settlement.

It is important to note our advice is always aligned to your best interests and does not take into consideration any variance of commissions between lenders and lessors.

* If the loan or lease is repaid, refinanced or discharged within 1 year of the settlement date, the lender or lessor may reclaim these commissions from us (“clawback”). Generally, this will be:

- 100% within the first 6 months; or
- 50% within 7-12 months of the loan settlement date.

* If this does occur, there is no cost to you.

Regardless of how we are paid by a lender or lessor, we are here to help you with any questions both now and throughout the life of your loan or lease.

COMMISSIONS WE MAY RECEIVE IN RELATION TO THIS LOAN OR LEASE

We may receive commissions from the lender or lessor directly or indirectly in relation to the loan or lease and this is not payable by you. The commission to be paid by the lender or lessor will be disbursed between our aggregator, the Broker and any business referrer (if applicable).

The commission is calculated based on the information we currently hold and below is an estimate of the amount we are likely to receive:

{@consumerLoanTablesCommissionsAmountOnly}

* Unless otherwise specified, all commissions specified are inclusive of GST.
* Please note we may be eligible for volume bonuses in relation to the loan/s or lease/s.

ADDITIONAL COMMENTARY RELEVANT TO YOUR CIRCUMSTANCES

ABILITY TO SERVICE/FINANCIAL ANALYSIS

{consumerLoan.compliance.abilityToServiceFinancialAnalysis}

LIVING EXPENSES

{consumerLoan.compliance.livingExpenses}

DECLARATION AND ACKNOWLEDGEMENT

To ensure we have taken the appropriate duty of care when arranging finance on your behalf, we must make you aware of the option to protect yourself and your family from the possible financial hardship caused by personal trauma, sickness, disability or death.

If you do not have adequate risk insurance in place, you may not be able to make the repayments on your loan/s or lease/s if you had an accident or illness that stopped you working or in the event of permanent disability or death. It's important that you understand the risks of not maintaining sufficient insurance to protect your loan/s or lease/s and your assets.

☐ I/We acknowledge that my/our Broker has brought this to our attention.

☐ I/We understand that insurance is not compulsory and is not a condition of the loan/s or lease/s being approved.

☐ I/We have considered the risks and are satisfied with the current level of personal insurance protection or have made my/our own arrangements.

OR

☐ I/We have considered the risks and would like to discuss the insurance options with someone recommended by my/our Broker.

CLIENT ACKNOWLEDGEMENT

The assessment in this document and its appendices is based on the financial information, requirements and objectives that you have provided to us.

By signing this Client Acknowledgement, you are:

- confirming that you have checked the information you provided is accurately represented in this document and its appendices and as far as you know there are no omissions or inaccuracies (including any foreseeable changes) which may affect your ability to meet the requirements of the credit contract); and
- You request your Broker to proceed to submit a loan or lease application with the recommended lender or lessor and product.

{@dealTablesSignatures}

APPENDIX 1: RISK/BENEFITS STATEMENTS

RISK/BENEFIT STATEMENTS

Risk / Benefit Statement – Fixed Interest Rate Loans:

Fixed Rate Loans:

While there may be benefits to having a Fixed Interest Rate on your loan for a period of time [e.g. you know what your interest rate is going to be for the fixed rate period and your loan repayments will not be subject to variations], there are also other factors that need to be considered.

Factors to be considered – Risks:

- Break Costs (or Early Repayment Adjustment costs) may apply if you break the fixed rate period early or attempt to switch the product. These Break Costs can be significant.
- You may be restricted on the amount of additional repayments you are able to make to the loan and may incurring Early Repayment Adjustment costs to make additional repayments.
- You would not be able to take advantage of reductions in interest rates if rates fall.
- The Fixed Rate does not apply until the loan is drawn down. This means if rates rise between when you applied for the loan and the loan settles, you may end up with a higher rate than you expected.
- Loan increases are not available. You would need to take out a separate loan should you require additional funds.

Refer to the lender's loan offer documentation prior to signing to ensure you are aware of any lender specific requirements.

Factors to be considered – Benefits:

- The interest rate is fixed for the term of the loan, giving protection against possible interest rate increases.
- Because of the Fixed Interest Rate, you have peace of mind in knowing what your repayments are going to be for the duration of the loan term.
- May be a good option in a rising or uncertain interest rate market.

Note: These lists may not address every single risk or benefit for every lender available.

Risk / Benefit Statement – Variable Rate Loans:

Variable Rate Loans:

While there may be benefits to having a Variable Rate Loan (e.g. take advantage of reducing interest rates) there are also other factors that need to be considered.

Factors to be considered – Risks:

- The Interest Rate is a variable rate which is subject to market fluctuations.
- Lenders may increase/decrease rates independently of the Reserve Bank.
- The risk of increased rates/repayments is not good if you must keep to a budget.
- Lower interest rate loans may be available if the features of the variable rate loan are not needed or utilised.

Refer to the lender's loan offer documentation prior to signing to ensure you are aware of any lender specific requirements.

Factors to be considered – Benefits:

- Variable Rate Loans generally have the full suite of options, e.g: redraw; top-up; addition repayments;
- Unlimited higher repayments or special repayments allowed.
- Loan increases (Top Ups) allowed.

Note: These lists may not address every single risk or benefit for every lender available.

APPENDIX 2: FACT FIND

Our assessment has been based on the information which you have provided to us. You should check carefully that the information provided is accurate and up to date and doesn't leave out any material details which may impact your ability to meet the repayment requirements in the credit contract outlined in the solution. This includes any foreseeable changes to your circumstances that may otherwise impact on your ability to meet your contractual obligations.

PERSONAL DETAILS

{@contactTablesContact1GeneralDetails}
{@contactTablesContact1ContactDetails}
{@contactTablesContact1AddressDetails}
{@contactTablesContact1Identification}
{@contactTablesContact1FamilyRelations}
{@contactTablesContact1NextOfKin}
{@contactTablesContact2GeneralDetails}
{@contactTablesContact2ContactDetails}
{@contactTablesContact2AddressDetails}
{@contactTablesContact2Identification}
{@contactTablesContact2FamilyRelations}
{@contactTablesContact2NextOfKin}

PERSONAL REFERENCES

{@consumerLoanTablesPersonalReferencesForContacts}

EMPLOYMENT DETAILS

{@contactTablesContact1CurrentEmployment}
{@contactTablesContact1PreviousEmployment}
{@contactTablesContact2CurrentEmployment}
{@contactTablesContact2PreviousEmployment}
* By providing your Employer contact number, you agree that we may contact your Employer to confirm your employment details.

INCOME

{@contactTablesAnnualIncomeSummary}
* The Total Business Income and Total Depreciation figures are automatically calculated on the lower of the average of the previous two financial years or the latest year, whichever is the lowest figure.
* Lenders may apply different assessment criteria in determining loan serviceability, and these factors may affect your capacity to borrow.

EXPENSES

{@dealTablesExpensesByHouseholdWithComments}

ASSETS

{@dealTablesAssets}

LIABILITIES

{@dealTablesLiabilitiesExtended}

* The credit card monthly payment is calculated at a rate of 3.8% of the credit card limit. Different lenders apply different rates to the credit card repayments, and this may affect the monthly credit card repayment. If the actual monthly credit card repayments are more than the amount displayed, this will also impact your capacity to afford this loan.

INSURERS

{@dealTablesInsuranceProviders}

OTHER ADVISERS

{@dealTablesOtherAdvisers}

POSSIBLE CHANGES TO FINANCIAL SITUATION

POSSIBLE ADVERSE CHANGES TO FINANCIAL SITUATION

{@dealTablesAdverseChangesInFinancialSituation}

POSSIBLE BENEFICIAL CHANGES TO FINANCIAL SITUATION

{@dealTablesBeneficialChangesInFinancialSituation}

YOUR FINANCIAL SECURITY

{@dealTablesYourFinancialSecurityNew}

YOUR CREDIT HISTORY

{@dealTablesYourCreditHistoryNew}

VERIFICATIONS COMPLETED

{@consumerLoanTablesVerificationsCompleted}

INTERVIEW DETAILS

{@consumerLoanTablesInterviewDetails}