

RESIDENTIAL LENDING REMUNERATION STRUCTURE

22 October 2004

Bank	Commission Details	Trailer	Clawbacks
AMA Loans	\$350	Nil	
AMP – Priority One	0.50% of loan amount (or 75% limit of LOC – whichever greater) All Affinity / Alliance Home Loans are paid at 0.30% of the credit Trailer 0.25%	0.25% Life	Within 12 months = 100% 13-18 months = 50%
ANZ	0.65% upfront + 0.30% Trailer (Volume Based) Equity Manager Accounts - 0.60% upfront commission on 75% of limit Effective 1st May 2004	0.30% Life	100% - 6 months 50% - 6 – 9 months 25% - 9 – 12 months
Australian First Mortgage (Vic & NSW Only)	Adelaide Bank and ING 0.75% upfront + 0.25% trail Minimum loan \$10K	0.25% Life	Clawbacks apply
MAXIS (AXA)	0.60% upfront + Trailer 0.20% - Minimum \$10M per annum (Qty)	0.20% Life	
BankWest	Standard 0.70% of loan amount + 0.275% trailer Residential Secured Bus. Loans, Commercial Secured Bus. Loans, Commercial Int in Adv Loan, Business Equity Line. 50% Application Fee (Not less than 0.40% Not greater than 1.5%)	0.275% Life	Clawbacks apply up to 3 years (36 months) Ratio used
Bluestone	Upfront commission payment (Option A only) – 1.70% of loan amount. No trail payable. Effective 1st October 2004. Step Down commission payments of 1% (of loan balance at date of step down – conditions apply). Step down will automatically occur 3 years from the date of settlement if the borrower has no arrears or missed payments in the 12 months prior to the step down date.	Nil	<u>Clawbacks apply (If applicable) to any loans settled on or prior to the 2nd of February 2003</u> <u>Clawback Quarterly</u> Q1 100% Q2 75% Q3 50% Q4 25%
Challenge/ Westpac Bank Melbourne	0.70% of loan amount + 0.20% trailer on 1 st option loans 0.25% trailer on all other products Please Note No Commission Paid If Application In Company Name	Life (Refer Details)	3 mths – 100% of loan 4 mths – 90% of loan 5 mths – 80% of loan 6 mths – 70% of loan 7 mths – 60% of loan 8 mths – 50% of loan 9 mths – 40% of loan 10 mths – 30% of loan 11 mths – 20% of loan 12 mths – 10% of loan
Citibank	Loan Size Up to the first \$1 million Over \$1 million and up to \$3 million Over \$4 million	Upfront 0.65% 0.35% N/A	Up to 10 years 0.25% 0.25% 0.25%
Colonial State Bank (CBA)	Greater than \$50,000 home loan = 0.70 % Greater than \$50,000 line of credit = 75% of 0.70% on the 'New Money' credit limit Additional payment 0.055% when approved/settled is 90% or greater	0.25% Life	100% 0-12 Mths 50% 12-18 Mths
GE Mortgage Solutions	1% upfront + 0.50% Trail	0.50% Life	NIL
HLP Mortgage Co.	Unique Product – Traditional Structure is upfront of 0.80% - Trail 0.30% Universal Product – Traditional Structure is upfront of 1.20% - Trail 0.30%	0.30% Life	Clawbacks apply within 12 months.
Home Building Society (WA Only)	0.65% + 0.25% trailer 100% Finance - 0.65% + No Trail	Life (Refer Details)	

All Commission Rates Quoted are Exclusive of GST

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BANK REMUNERATION STRUCTURE

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Bank	Commission Details	Trailer	Clawbacks
Homeloans Ltd (Adelaide Bank)	0.70% upfront commission - Min. loan \$50K Trail = 0.25%	0.25%	
Homeside	0.625% of loan 0.25% trailer – March/June/Sept/Dec Peak Performance Equity Mortgage Upfront is 75% of standard commission (0.60%) on approved limit Retained Business Upfront 0.60% (Net increase only) Plus \$350	0.25% Life	Within 12 months = 100%
HSBC	0.60% upfront 0.25% trail to \$10mil per month 0.70% / .025% to \$20mil 0.75% / .025% above \$20mil Home Value Product Min \$100K - Max \$1 mil 0.40% Upfront 0.35% trail for life	0.25% Life	Within 6 months = 100%
Housing Loans Group (Victoria Only)	0.50% upfront + 0.25% trail Minimum loan amount \$50K Maximum loan amount \$500K	0.25% Life	Within 12 mths = 50%
Illawarra Mutual Building Society	0.60% of loan + 0.25% Trail (Min month \$2mil)	0.25% Life	Within 12 mths = 50%
ING	0.60% of loan amount (capped at \$6,000) + 0.25% Trail Commissions also paid on all loan increases regardless of increased amount. Effective 1st August 2004	0.25% Life	Within 12 mths Subject to loan product
Integris	0.65% (Min \$30 000 Plus) Line of Credit 0.65% of the greater of a) 0.70% of the credit limit and b) the amount of the initial drawdown	0.25% Life	Up to 100% clawback within 6 months and at banks discretion
Keystart Loans (WA Only)	0.60% manual loading 0.70% electronic submission Increased loans (existing loan managed by Keystart) - 0.60% Effect 1/4/04	0.20% Life	Within 12 mths = 100% (If construction then 12 mths from full drawdown)
La Trobe	0.50% of loan amount – Lite Doc Min \$40,000 Max \$200,000 0.50% of loan amount – Premier Min \$40,000 Max \$1.5 Mil	Nil	
Lease/HP – Office Referrals	Less than \$40,000 = \$100.00 Greater than \$40,000 = \$200.00 Personal loans = \$50.00 (regardless of loan amount)		
Liberty	Up to 1% of loan amount - Minimum loan \$50k i.e. \$1,000 excluding GST Trail = Up to 0.50% loading - can go on base rate but needs to be determined at time of application	Life (Refer Details)	Clawbacks apply within 12 months. Formula used.
Liberty Motor Vehicle	Brokerage on regulated motor product - \$800	NIL	
Macquarie	0.70% upfront (volume based) Please Note: 100% clawback within 12 mths of settlement for Mort. Saver.	0.25% Life	Within 6 months = 100% 7-9 months = 50% 10-12 months = 25%
National Australia Bank	0.40% of loan amount drawn down. National Flexi Plus 0.40% of 60% approved limit (paid account established) * Now pay on existing clients where loans / increases are \$50K or greater	Nil	
Origin (through BBA)	0.50% + 0.20% trailer quarterly in arrears – on loan balance at 3 years	0.20% (Refer Details)	
Pepper Home Loans	1.3% Upfront Commission Only (No Trail)	NIL	50% clawback if loan reduced to 50% or less within the 1st 12 months
Police & Nurses (WA Only)	\$50,000 & greater Conforming qualifying loan 0.70% of funded loan amount Conforming qualifying loan 0.25% trail Non-conforming qualifying loan 0.50% of funded loan amount Only for approved representatives NO TRAIL ON NON-CONFORMING QUALIFYING LOAN	0.25% Life ----- N/A	Up to 100% clawback within 12 months and at banks discretion
RAMS	0.60% (depends on product) + 0.25% trail paid quarterly Basic line of credit product - 0.60% upfront is paid on 75% only of the loan amt	0.25% Life	No clawbacks

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BANK REMUNERATION STRUCTURE
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Bank	Commission Details	Trailer	Clawbacks
The Rock	0.60% upfront (to \$3,000 negotiated) + 0.25% Trail	0.25% Life	100% clawback if loan is repaid within 9 months
Smith Barney (Citigroup)	Margin Lending Facility - No upfront commission - Trail = 0.30%	0.30% Life	No clawbacks
Specialist Mortgage	Standard Loans - Maximum LVR 90% - Min. \$30k Up to \$1.25 mil per property 10% Non-Genuine Savings - Maximum LVR 90% Lo-Doc - Maximum LVR 80% - Max. \$750k (conditions apply) No-Doc - Maximum LVR 65% - Max. \$500k (conditions apply) Upfront = 0.80%	0.31% Life	No clawbacks
Statewest (Formerly Health Credit) (WA Only)	0.65% upfront commission and 0.25% trail	0.25% Life	
St George	Standard Loans - Upfront 0.70% of the approved amount at settlement. The Bank will calculate average daily utilisation at the end of the first 12 months following settlement. If the average daily utilization of the loan is below 90% of the approved amount, the Bank will recover 0.70% of the variance between the average daily utilisation and 90% of the approved loan amount. Portfolio Loans - Upfront 0.70% of 80% of the approved limit. The Bank will calculate average daily utilisation at the end of the first 12 months following settlement. If utilization is less than 60% of approved amount, the Bank will recover 0.70% of the variance between the average daily utilisation and 80% of the approved loan limit.	0.25% Volume Base	50% of loan amount if repaid within 12 months
Suncorp Metway	0.60% upfront + 0.27% Trailer Asset Lines: Commission calculated on 75% of total loan	0.27% Life	Clawback Trail Loan 60 days in arrears <u>Upfront or Trail</u> Up to 3 Mths 100% 4 Mths 90% 5 Mths 80% 6 Mths 70% 7 Mths 60% 8 Mths 50% 9 Mths 40% 10 Mths 30% 11 Mths 20% 12 Mths 10%
Tonto	1.2% Upfront Only on First Run	NIL	
United Credit Union (WA Only)	Minimum loan amount \$60,000+ 0.60% upfront only	NIL	

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