



A quick guide to AMP Bank home loans

Helping your customers get whatever wealthy they want



Broker use only



A snapshot of our home loans



Buy, refinance or construct

We've got a home loan that's right for your customers

1. Professional Package Home Loan

A fully featured home loan with all the choice you'd expect

- Variable, fixed and split rate options available on both Interest only and Principal and interest repayments.
- Variable, fixed or line of credit facilities available for customers wanting to borrow money against the equity in
- Up to 10 offset accounts available per variable rate split.
- \$349 annual fee, not applicable on 100% fixed rate loans.

Master limit feature

We can help restructure your customers' debt without a full application

- Up to 80% of the value of the property.
- First split must be a mandatory line of credit with minimum of \$10,000.
- Available for 5 or 10 year terms.
- Unlimited restructure of sub-accounts within the approved limit for free.
- Available only on Professional Package.

First Home Buyer Family Guarantee feature¹

We can help your customers get a foot on the property ladder

- First home buyer purchasing a residential property they intend to live in.
- Maximum Ioan \$1,000,000.
- Property in zones 1 & 2.
- Principle & Interest (P&I) loans only.

Guarantor

- Parents of one of the borrowers.
- Own the property used as a guarantee, and all security holders must become guarantors.
- Guarantor's property in zones 1 & 2.
- Property unencumbered or already mortgaged to AMP Bank.
- Guarantee amount must not exceed 50% of property value.

Construction loans feature

We can help your customers build or renovate

- Covers construction or renovation for up to 12 months.
- Interest only payments with freedom to make extra repayments.
- Borrow up to 90% LVR (excluding LMI) for owner occupied.
- Borrow up to 90% LVR (including LMI) for investment properties.
- Loan amount based on the combination of land purchase and building costs.
- 100% offset available during construction.
- Available with Professional Package or Basic Home Loans.

2. Essential Home Loan

A simple variable rate home loan with P&I repayments for individual applicants only

- Request for redraw available via internet banking.
- No offset accounts available.
- Single security only.
- No ongoing fees apply.







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¹ Available for Professional Home Loan package and Basic Home Loan package



A snapshot of our credit highlights



Policy

- We have delegated **underwriting** authority up to \$2 million for LMI (zones 1 and 2).
- We don't rely solely on credit scoring to make a decision.
- We accept probation for applicants with at least 12 months continuous employment less than 60 days between roles within the same occupation type (eg sales) or industry (eg mining).

Cash out

- We offer more flexibility, less stress and quicker turnaround for customers.
- We offer a maximum \$1 million or 20% of security when LMI applies.
- We don't need **paperwork** for loans with an:
 - LVR less than or equal to 70% and cash out up to \$500k or
- LVR greater than 70% and cash out up to \$250k.



Servicing

- We apportion common debt reducers based on ownership for non-spousal investment properties and expenses verified by AMP statutory declaration, available at our Distributor Centre.
- We accept 100% allowance, provided it's consistent (eg vehicle, travel, clothing).
- We consider 80% of bonuses.
- We accept casual/contract workers who've been with their current employer for at least 6 months with 12 months continuous employment.
- We calculate **income** over 46 weeks for casual workers.
- We add \$7,500 to gross salary for borrowers with a company car if we've used HEM for living expenses.
- We consider 80% on all residential investment properties in all zones (inclusive of high-density apartments)².

For self-employed customers an established ABN (Australian Business Number) of at least 2 years, you only need to submit the following documents:

- Business Entities (Company, Partnership & Trust): 1-year (most recent) tax return.
- Individuals (Sole Traders, Directors, or Partners): 1-year (most recent) tax returns and Notice of Assessment.
- We allow addbacks director salary, interest charges on loans being refinanced, excess super, non-recurring expenses, 50% of depreciation and exclusion of company liabilities if expensed within both full years (not property debt).
- We may consider adding back trust distributions to acceptable beneficiaries.



Security

- We define **high density by postcode** up to 90% for refinances or purchases³.
- We accept up to 100 acres, provided it's not income producing and has fully serviced utilities. Vacant land is maximum five acres.
- We've developed a **Security Property Location Guide** you can use for LVR zoning.



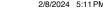
Borrower

- We require a substantial benefit threshold of 30% or equal share if there are four or more borrowers.
- We can consider company and trust borrowers under the Professional Package at residential rates⁴.
- We consider non-resident spouses/de factos when one borrower is a citizen or permanent resident of Australia or New Zealand. LMI conditions may apply.



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Refer to security property location guide on Distributor Website. Rental income is shaded by up to 35%.

Subject to property postcode zone and property type

⁴ When lending to a company or trust customer, all 'new to bank client' business must be for a minimum aggregate client exposure (inclusive of the directors/trustees) of \$2 million.



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Apple Pay works with iPhone 6 and later in stores, apps and websites in Safari; with Apple Watch in stores and apps; with iPad Pro, iPad Air 2 and iPad mini 3 and later in apps and websites; and with Mac in Safari with an Apple Pay enabled iPhone 6 or later or Apple Watch. For a list of compatible Apple Pay devices, see https://support.apple.com/en-us/HT208531

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Operating hours are 9am-7pm Monday to Friday (Sydney time)



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