

## Lending parameters

As at 5<sup>th</sup> September 2008, 90 Day BBR @ 7.19%, 1 year BBSW @ 6.85%, 3 year BBSW @ 6.61%, 5 year BBSW @ 6.56%

FLEXCOM Current Borrower Rates							
Full Doc	Term Loans \$500,000 - \$15,000,000	LVR up to 70%	Variable	Fixed Rates			Full Doc
			Rate 9.55%	1 year 9.20%	3 years 9.00%	5 years 8.95%	
	<b>Redraw/Line of Credit</b> \$500,000 - \$3,500,000	up to 70%	<b>9.80%</b>	N/A	N/A	N/A	
	<b>Specialised Security (Full Doc)</b> \$1,000,000 - \$10,000,000	up to 70%	<b>10.45%</b>	<b>10.10%</b>	<b>9.90%</b>	<b>9.85%</b>	
Lite Doc	Lite Doc Term Loans (Serviceability must be clearly demonstrated) \$500,000 - \$5,000,000	1% - 70%	10.05%	9.70%	9.50%	9.45%	Lite Doc

**Note: All above rates are inclusive of Introducer's Commissions**

General Loan Information	
Loan Purpose & Type	<p>Simple and flexible Commercial Loan products</p> <ul style="list-style-type: none"> <li>• Owner Occupiers or Investors – Non UCCC only</li> <li>• 1<sup>st</sup> Ranking Registered Mortgage</li> <li>• Interest Only – Variable or Fixed</li> </ul> <p>Flexcom Loans can be used for any business purpose including:</p> <ul style="list-style-type: none"> <li>• Purchase of Commercial Real Estate</li> <li>• Refinance of Existing Loan(s)</li> <li>• Equity Release</li> <li>• Working Capital</li> <li>• Property Improvement</li> <li>• Business Expansion</li> </ul>
Loan Term	Up to 5 years Interest Only (rollover available)
Interest Rate	<p><b>Client Rate</b> based on appropriate base rate + margin, rounded up to the nearest 5 basis points</p> <p><b>Variable Rate</b> = 90 day BBSW + Margin (above)</p> <p><b>1 Year Fixed</b> = 1 year swap rate + Margin (above)</p> <p><b>3 Year Fixed</b> = 3 year swap rate + Margin (above)</p> <p><b>5 Year Fixed</b> = 5 year swap rate + Margin (above)</p> <p><b>Example: 90 day BBSW (6.99%) + Margin (1.85%) = 8.84% rounded to client rate = 8.85%</b></p>
DSR	1.25 times cover based on all income sources
Target Market	<p><b>Full Doc</b> Borrowers who can demonstrate serviceability with up to date detailed financial statements covering the last two years</p> <p><b>Lite Doc</b> Borrowers who just fall outside the Full Doc criteria who can still clearly demonstrate serviceability</p>
Borrowing Criteria	<p><b>All Loans</b></p> <ul style="list-style-type: none"> <li>• Signed Application Form</li> <li>• Signed Privacy consent for all Borrowers and Guarantors</li> <li>• Signed Assets &amp; Liabilities Statement for all Borrowing and Guaranteeing entities</li> <li>• Copy of Contract (purchases)</li> <li>• 12 months existing financier loan statements (if refinancing)</li> <li>• Clear Credit History (all blemishes must have explanations)</li> <li>• Copy of Lease(s) or rental statement(s) for all leased security properties</li> <li>• Current rent (for current renters looking to purchase a property)</li> </ul> <p><b>Full Doc</b></p> <ul style="list-style-type: none"> <li>• Last 2 years Company Financials &amp; Tax Returns</li> <li>• Last 2 years Personal Tax Returns for all Borrowers and Guarantors</li> </ul> <p><b>Lite Doc</b></p> <p><b>Evidence of Serviceability including</b></p> <ul style="list-style-type: none"> <li>• Signed interim management accounts</li> <li>• Interest retention or interest on deposit may be considered where cash flow does not support serviceability</li> <li>• <b>Plus</b> an accountants letter in our format in lieu of tax returns &amp;</li> <li>• 2 years Profit and Loss statement and Balance Sheets for all corporate entities and an explanation as to why Tax Returns are unavailable</li> </ul>

Processing Fee	0.10% + GST (min \$550) – payable on acceptance of the Indicative Funding Proposal
Establishment Fee	1.00% + GST (min \$2,750) Please Note: Establishment Fee is payable upon acceptance of the formal loan offer
Ongoing Fees	<b>Nil</b>
Valuation Fee	To scale – payable on acceptance of Indicative Approval
Other Fees	The Borrower is liable for all legal, valuation fees, stamp duties and other disbursements
Early Repayment	Variable: One month interest payment Fixed: the borrower has the right to repay the facility in full, with an additional charge of three months interest calculated at the facility rate on the amount of principal repaid to apply
Property Location	All capital cities and major regional centres Australia wide with a population > 30,000 Note: some restrictions apply to properties located at WA, NT & Tasmania
Property Types	Commercial, Industrial, Retail, Residential and Specialised properties
Redraw Line of Credit	Variable rate only One transaction, i.e. redraw or repayment per calendar month 14 days notice required for redraw Payment will only be made by direct credit into the borrowers nominated account 7 days notice required for repayment (bank cheque only) \$500 per transaction plus GST \$50,000 minimum redraw/repay amount