

## Broker Product Guide

Product Guide



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**Important information:** The information in this guide is general in nature and has been prepared to assist borrowers in understanding Prime+Q products and processes. It does not constitute an offer, approval or commitment to provide finance and should not be relied upon as confirmation that a particular loan or product is suitable or available to you. Prime+Q loans are provided by Mortgage Street Financial Services Pty Ltd ACN 099 516 499, Australian Credit Licence 383050. All applications are subject to eligibility requirements, Mortgage Street's applicable lending criteria and credit assessment, satisfactory verification and approval, and relevant fees, terms and conditions. Product features, interest rates, fees, lending criteria and other information may change from time to time. Your mortgage broker can provide further information about the lending options that may be available to you. Where appropriate, you should also seek independent legal, financial, taxation or other professional advice relevant to your circumstances.



# COMPREHENSIVE PRODUCT GUIDE

[Residential](#) | [Vacant Land](#) | [Expat](#) | [Construction](#) | [SMSF](#) | [Commercial](#)

**Effective 1 September 2026** Version 3.0 | Legislative overlay current to 31 August 2026 | For accredited PRIME+Q brokers | Broker Use Only

| Control                    | Position                                                                                                                                                                       |
|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Purpose</b>             | A single operational guide to product selection, pricing, LVR and loan-size limits, income treatment, serviceability, security, evidence, fees and file packaging.             |
| <b>Product scope</b>       | Only products expressly shown in the current PRIME+Q Residential and Commercial Rate & Product Guides are included.                                                            |
| <b>Documentation</b>       | Full Documentation pathways only.                                                                                                                                              |
| <b>Pricing control</b>     | Always confirm the current PRIME+Q rate card immediately before quoting or lodging.                                                                                            |
| <b>Legal / tax control</b> | Enacted Commonwealth law and regulatory requirements are mandatory eligibility gates. Draft consultation material is not treated as law.                                       |
| <b>Credit control</b>      | All positions are subject to verification, valuation, serviceability, responsible-lending obligations where applicable, applicable tax/superannuation law and formal approval. |

## IMPORTANT

This guide is a broker reference, not a credit approval, credit contract, tax advice or consumer advertisement. Enacted law is a mandatory eligibility gate. If a legacy internal reference or calculator is inconsistent with current law, stop and refer to PRIME+Q Credit/Compliance rather than relying on the outdated treatment. Within the legal gate, the current PRIME+Q rate card and formal approval control product availability and pricing.

## 00 How to use this guide

A product-first workflow designed to let a broker identify fit, price the transaction and package it once.

**CONSERVATIVE BROKER SERVICING RULE** Where an income treatment is shown as a range because more than one eligible assessment treatment can apply, use the LOWER percentage for preliminary servicing. Do not rely on the higher end unless the current calculator applies it or PRIME+Q confirms the treatment for the scenario. For evidence-period ranges, provide the longer period where there is any doubt.

1. Identify the exact purpose and security: residential, land, expat, construction, SMSF residential refinance, commercial, or SMSF commercial.
2. Select Premium or Optimax from the published credit profile and documentation overlay.
3. Check postcode category, LVR, loan amount and any product-specific cap before using a headline maximum.
4. Price the deal from the relevant base-rate band, then apply only the published investor / interest-only / property loadings and risk fee or LMI.
5. Apply conservative income treatment, run the current serviceability calculator and reconcile all liabilities, living expenses and credit conduct.
6. Package the supporting evidence and write clear submission notes explaining the transaction, structure, servicing and any non-standard feature.

### Control hierarchy

| Priority | What controls                                                                                                                                               |
|----------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1        | Applicable law and regulation - a transaction or servicing assumption cannot be accepted where it is not legally available.                                 |
| 2        | Current PRIME+Q Rate & Product Guide - product availability, published rates, risk fees/LMI, fees, LVR and loan-size bands within the legal gate.           |
| 3        | Current PRIME+Q / Mortgage Street serviceability calculator - assessment treatment for the live scenario, provided the treatment remains legally available. |
| 4        | Full application assessment - income verification, credit conduct, security/valuation, structure, legal/compliance review and approval conditions.          |

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## 00A 2026 legislative overlay - negative gearing & SMSF borrowing

Enacted Commonwealth changes current to 31 August 2026 override any legacy internal treatment that has not yet been updated.

**LAW OVERRIDE CONTROL** A transaction must first be legally permissible. If an internal calculator, legacy guide or workflow has not yet been updated for enacted law, do not use the outdated treatment. Refer the scenario to PRIME+Q Credit/Compliance before quoting or lodging.

| Area                                                | Legal position current to 31 Aug 2026                                                                                                                                                                                                   | PRIME+Q operational control                                                                                                                                                                                                                                       |
|-----------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Negative gearing - established residential property | From the 2027-28 income year, where deductible residential-property amounts exceed assessable residential-rental income, the excess is quarantined rather than deducted against unrelated income, unless a statutory exception applies. | For forward servicing, use NIL personal negative-gearing tax benefit where an established residential property was acquired at/after the 12 May 2026 cut-off and no exception is evidenced.                                                                       |
| Negative gearing - grandfathered / new dwelling     | An ownership interest last acquired before 7:30 pm ACT legal time on 12 May 2026 is excluded from the new quarantine rule. A statutory exception also exists for a qualifying new residential dwelling.                                 | Grandfathered property may retain ordinary tax treatment if deductibility is otherwise available and verified. Do not treat a property as a qualifying new dwelling until the legal test in force is confirmed.                                                   |
| SMSF residential LRBA                               | Schedule 5 commenced 10 August 2026. A new LRBA for real property must now relate to business real property. Transitional rules preserve specified pre-commencement arrangements and qualifying refinances.                             | PRIME+Q SMSF Residential remains REFINANCE ONLY. Obtain evidence that the underlying borrowing arrangement was entered into before 10 August 2026, or that another statutory transition applies. No new SMSF residential acquisition LRBA is within this product. |
| SMSF commercial LRBA                                | For arrangements entered into from 10 August 2026, real property acquired under a new LRBA must be business real property. The statutory test requires the property to be used wholly and exclusively in one or more businesses.        | For new SMSF Commercial purchases, evidence the business-real-property test before relying on the product. Commercial zoning, title or a commercial valuation label alone is not sufficient.                                                                      |
| Complying SMSF & negative gearing                   | The new residential-loss quarantine in section 26-155 does not apply to a complying superannuation entity.                                                                                                                              | Any tax effect is fund-level only. Do not apply a member/personal negative-gearing benefit. Separate LRBA eligibility under superannuation law must still be satisfied.                                                                                           |

### Current draft item - do not treat as final law

**NEW RESIDENTIAL DWELLING DEFINITION** Treasury consultation material released 4 August 2026 states a property would generally be treated as new where it genuinely adds to housing supply and is acquired within 24 months of a certificate of occupancy. Treasury also states the final definition and exemptions will be included in primary legislation following consultation. Accordingly, PRIME+Q must NOT hard-code the 24-month test as final law. Confirm the law in force when assessing the scenario.

### Broker evidence gates

- For residential investment servicing: record the acquisition/contract date and whether the property is established or is being relied upon as a qualifying new residential dwelling.
- Where a negative-gearing benefit is used: retain evidence supporting legal eligibility and the ownership share; if eligibility is uncertain, use NIL tax benefit.
- For SMSF Residential refinance: obtain the original LRBA/borrowing arrangement date, refinance history and legal/compliance confirmation that the refinance is within the transition.
- For SMSF Commercial purchase: obtain lease/occupancy/use evidence sufficient to support the business-real-property test; mixed or unclear use must be referred.
- Where a tax or superannuation classification is material to servicing or eligibility, obtain appropriate accountant/legal confirmation rather than inferring the position from the property description.

## 01 Product range at a glance

Only the seven product families below are within this guide.

| Product family                         | Purpose / use                                                                                                    | Max LVR headline           | Loan size headline                       | Tier              |
|----------------------------------------|------------------------------------------------------------------------------------------------------------------|----------------------------|------------------------------------------|-------------------|
| Residential Loans                      | Owner occupied or investment purchase/refinance; eligible debt consolidation and cash out.                       | Premium 95%* / Optimax 85% | \$50k; published bands to \$5m           | Premium / Optimax |
| Vacant Land Loans                      | Vacant land with dedicated registered-land and services treatment.                                               | 75%                        | \$50k; up to \$1.5m by location          | Premium / Optimax |
| Expat Loans                            | Eligible Australian citizens / permanent visa holders with overseas residence or foreign-currency income.        | 80%                        | \$50k-\$5m                               | Premium / Optimax |
| Construction Loans                     | New dwellings, knock-down rebuild and major renovations; max 2 dwellings on one title.                           | Premium 95%* / Optimax 85% | \$50k; residential loan-size bands       | Premium / Optimax |
| SMSF - Residential Refinance           | Existing SMSF residential investment debt - refinance only; subject to the 10 August 2026 LRBA transition rules. | 80%                        | Premium 80% pricing point capped at \$1m | Premium / Optimax |
| Commercial Loans                       | Commercial property purchase and refinance.                                                                      | 80%                        | \$50k-\$3m                               | Premium / Optimax |
| SMSF - Commercial Purchase & Refinance | Commercial business-real-property purchase or eligible refinance through a compliant LRBA structure.             | 80%                        | Premium 80% pricing point capped at \$1m | Premium / Optimax |

**Headline limits are not universal limits.** The applicable loan-size band, postcode category, security type and credit tier may reduce the maximum LVR. \*Premium Residential and Construction above 90% to 95% LVR are subject to LMI.

## 02 Premium vs Optimax

| Feature                | Premium                                                            | Optimax                                                                                                                   |
|------------------------|--------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|
| Positioning            | Clean-credit, mainstream or near-mainstream Full Doc transactions. | Flexible Full Doc pathway for broader credit conduct or borrower circumstances within published criteria.                 |
| Minimum Credit Index   | 660                                                                | 460                                                                                                                       |
| Residential max LVR    | Up to 95%; LMI above 90% to 95%.                                   | Up to 85%.                                                                                                                |
| Commercial max LVR     | Up to 80%.                                                         | Up to 80%.                                                                                                                |
| Age overlay            | 20-60 years.                                                       | 18-65 years.                                                                                                              |
| PAYG evidence          | Last 2 payslips under standard product overlay.                    | Last 2 payslips under standard product overlay.                                                                           |
| Self-employed overlay  | Generally 2+ years; 2 most recent tax returns and 2 NOAs.          | Generally >1 year and <2 years; latest return + NOA; BAS may be required where the return does not cover the full period. |
| Credit impairment cue  | Paid defaults up to \$500 aggregate may be considered.             | Broader paid/unpaid treatment subject to product-specific seasoning and assessment.                                       |
| Mortgage arrears / RHI | Clean conduct expected for standard selection.                     | Standard comparison allows 1 month and/or late RHI only, subject to product-specific criteria.                            |
| Previously bankrupt    | Discharged more than 2 years.                                      | Discharged 12-24 months.                                                                                                  |
| Residential offset     | Optional; \$395 annual facility fee if selected.                   | Included under the published residential proposition; annual product fee applies as shown in fee schedule.                |

**Selection cue only.** The Credit Index and tier comparison help choose a starting pathway. They do not replace full credit assessment, verification, serviceability or approval.

## 03 Pricing & risk-fee framework

Every quote starts with the current rate card, then the published loadings and risk-fee/LMI treatment are applied.

**Pricing sequence** Base rate = product family + tier + loan-size band + LVR band. Add only the published investor / interest-only / property-specific loadings. Then apply the published PRIME+Q Risk Fee or LMI treatment.

| Product          | Published loading 1 | Published loading 2                | Published loading 3                                   |
|------------------|---------------------|------------------------------------|-------------------------------------------------------|
| Residential      | Investor +0.20%     | Interest Only up to 5 years +0.20% | Eligible investor <=80% LVR: IO up to 10 years +0.25% |
| Vacant Land      | Investment +0.50%   | Interest Only up to 5 years +0.15% | No services connected +0.50%                          |
| Expat            | Investor +0.15%     | Interest Only up to 5 years +0.15% | Eligible investor <=80% LVR: IO up to 10 years +0.20% |
| Construction     | Investor +0.20%     | Interest Only up to 5 years +0.20% | Eligible investor <=80% LVR: IO up to 10 years +0.25% |
| SMSF Residential | -                   | Interest Only up to 5 years +0.35% | -                                                     |
| Commercial       | -                   | Interest Only up to 5 years +0.35% | -                                                     |
| SMSF Commercial  | -                   | Interest Only up to 5 years +0.35% | -                                                     |

- Rates are starting rates / indicative positions and are subject to change.
- N/A means that the relevant product/band is not offered in the current rate card.
- For Premium Residential and Construction above 90% to 95% LVR, use LMI treatment rather than a PRIME+Q Risk Fee.
- At or below 90% LVR, apply the published PRIME+Q Risk Fee where shown.
- Always confirm the live rate, loading, risk fee/LMI, location and fee treatment before presenting an indicative position to a client.

## 04 Residential Loans

Full Doc residential lending for owner occupied and investment transactions within the published Premium and Optimax parameters.

| Control             | Position                                                        |
|---------------------|-----------------------------------------------------------------|
| <b>Purpose</b>      | Purchase, refinance, eligible debt consolidation and cash out.  |
| <b>Minimum loan</b> | \$50,000.                                                       |
| <b>Maximum LVR</b>  | Premium up to 95% subject to LMI above 90%; Optimax up to 85%.  |
| <b>Loan term</b>    | 5-40 years, subject to age / repayment strategy and assessment. |
| <b>Borrowers</b>    | Natural person, company or trust where structure is acceptable. |
| <b>Offset</b>       | Premium optional; Optimax included under published proposition. |

### Base rates - Owner Occupied P&I

| LVR   | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m | Optimax >\$2m-\$3m |
|-------|----------------|--------------------|----------------|--------------------|
| <=60% | 6.34%          | 6.59%              | 7.40%          | 7.60%              |
| <=70% | 6.39%          | 6.64%              | 7.40%          | 7.60%              |
| <=75% | 6.39%          | N/A                | 7.43%          | 7.63%              |

| LVR            | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m | Optimax >\$2m-\$3m |
|----------------|----------------|--------------------|----------------|--------------------|
| <=80%          | 6.49%          | N/A                | 7.45%          | 7.95%              |
| <=85%          | 7.69%          | N/A                | 7.58%          | N/A                |
| <=90%          | 7.75%          | N/A                | N/A            | N/A                |
| <=95% with LMI | 7.19%          | N/A                | N/A            | N/A                |

### Risk fee / LMI

| LVR   | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m | Optimax >\$2m-\$3m |
|-------|----------------|--------------------|----------------|--------------------|
| <=60% | 0.00%          | 0.00%              | 0.00%          | 1.25%              |
| <=70% | 0.00%          | 0.00%              | 0.00%          | 1.25%              |
| <=75% | 0.00%          | N/A                | 0.50%          | 1.25%              |
| <=80% | 0.00%          | N/A                | 0.50%          | 2.50%              |
| <=85% | 1.25%          | N/A                | 1.50%          | N/A                |
| <=90% | 1.50%          | N/A                | N/A            | N/A                |
| <=95% | LMI            | N/A                | N/A            | N/A                |

### Residential loan amount bands

| LVR   | Premium max loan | Optimax max loan |
|-------|------------------|------------------|
| <=65% | \$5.0m           | \$3.0m           |
| <=70% | \$5.0m           | \$3.0m           |
| <=75% | \$3.0m           | \$3.0m           |
| <=80% | \$2.0m           | \$2.0m           |
| <=85% | \$2.0m           | \$2.0m           |
| <=90% | \$2.0m           | N/A              |
| <=95% | \$1.5m           | N/A              |

### Residential postcode / location caps

| Location category      | Published max loan cue | Max LVR |
|------------------------|------------------------|---------|
| Category 1 - Metro     | \$5.0m at 70% LVR      | 95%*    |
| Category 1 - Non-Metro | \$2.0m                 | 90%     |
| Category 2             | \$2.0m                 | 80%     |
| Category 3             | \$1.5m                 | 75%     |
| Unlisted               | \$1.0m                 | 60%     |

### Published acceptable security examples

- Units/apartments from 40 sqm excluding parking garage and balcony.
- Townhouse and standard residential dwellings.
- Personal holiday home.
- Display home, subject to assessment and marketability.
- Leasehold security, subject to assessment.
- High-density residential.
- House and granny flat.

- Vacant land up to 2.2 hectares where relevant to the residential security assessment.
- Completed residential property up to 10 hectares.

**Broker pre-quote checks** Confirm owner occupied/investment, P&I/IO, exact postcode category, product loan-size band, LVR, valuation method and whether LMI applies. A headline 95% or 85% LVR does not override location or loan-size caps.

## 05 Vacant Land Loans

Dedicated Full Doc pricing with separate treatment for registered land and land without services connected.

| Control                       | Position                                                   |
|-------------------------------|------------------------------------------------------------|
| Documentation                 | Full Doc.                                                  |
| Maximum LVR                   | Up to 75%, subject to postcode category.                   |
| Maximum loan                  | \$1.5m by eligible category; lower Category 3 cap applies. |
| Interest Only                 | Up to 5 years; +0.15%.                                     |
| Investment loading            | +0.50%.                                                    |
| No services connected loading | +0.50%.                                                    |

### Base rates

| LVR   | Premium | Optimax |
|-------|---------|---------|
| <=65% | 7.85%   | 8.07%   |
| <=70% | 7.85%   | 8.07%   |
| <=75% | 7.94%   | 8.44%   |

### Risk fee - registered vacant land

| LVR   | Premium | Optimax |
|-------|---------|---------|
| <=65% | 0.75%   | 0.75%   |
| <=70% | 0.75%   | 1.00%   |
| <=75% | 0.75%   | 1.25%   |

### Risk fee - no services connected

| LVR   | Premium | Optimax |
|-------|---------|---------|
| <=65% | 1.00%   | 1.00%   |
| <=70% | 1.25%   | 1.25%   |
| <=75% | 1.65%   | 1.65%   |

### Postcode / loan-size controls

| Category   | Max loan | Max LVR |
|------------|----------|---------|
| Category 1 | \$1.5m   | 75%     |
| Category 2 | \$1.5m   | 70%     |
| Category 3 | \$500k   | 75%     |

**Unregistered vacant land** A non-refundable application fee applies. Confirm registration status, services, location category, valuation requirements and security acceptability before quoting.

## 06 Expat Loans

Full Doc pathway for eligible Australian citizens and permanent visa holders with overseas residence or foreign-currency income.

| Control                       | Position                                                                                                                                                                                                  |
|-------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Eligible borrowers</b>     | Australian citizens or Australian Permanent Visa holders living and working overseas; or eligible Australian citizens/permanent residents living in Australia and earning income in an overseas currency. |
| <b>Loan size</b>              | \$50,000-\$5.0m.                                                                                                                                                                                          |
| <b>Maximum LVR</b>            | 80%.                                                                                                                                                                                                      |
| <b>Borrower type</b>          | Individual, company or trust.                                                                                                                                                                             |
| <b>Purpose</b>                | Purchase, investment, refinance or cash out.                                                                                                                                                              |
| <b>Loan term</b>              | 5-30 years.                                                                                                                                                                                               |
| <b>Security</b>               | Residential security in Australia.                                                                                                                                                                        |
| <b>PAYG evidence</b>          | Last 2 payslips.                                                                                                                                                                                          |
| <b>Self-employed evidence</b> | 1 year personal tax return and, where applicable, company/trust return(s), no older than 21 months, plus corresponding personal NOA.                                                                      |

### Acceptable countries

Canada, China, Finland, France, Germany, Hong Kong, Italy, Japan, New Zealand, Norway, Qatar\*, Saudi Arabia\*, Singapore, Spain, Sweden, United Kingdom, United Arab Emirates\*, United States of America. \* PAYG income only. Countries not listed should be referred before quoting.

### Credit conduct cues

| Item                             | Premium                                                | Optimax                                                                  |
|----------------------------------|--------------------------------------------------------|--------------------------------------------------------------------------|
| Credit impairments up to \$3,000 | Paid defaults up to \$500 aggregate may be considered. | Unlimited paid or unpaid, subject to assessment.                         |
| Credit impairments over \$3,000  | Not shown as available under the Premium comparison.   | Unlimited where listed >12 months if paid; >24 months if paid or unpaid. |
| Mortgage arrears                 | Clean conduct expected.                                | Up to 1 month within the last 6 months.                                  |
| Other arrears                    | Clean conduct expected.                                | Up to 3 months within the last 3 months.                                 |

**Cash out restriction** Cash out for business purpose is not acceptable under the Expat product. Cash out from private lenders is capped at \$200,000; applicable Optimax treatment must be confirmed where capitalised-interest private lending is involved.

### Expat base rates - Owner Occupied P&I

| LVR   | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m |
|-------|----------------|--------------------|----------------|
| <=65% | 6.59%          | 8.28%              | 7.75%          |
| <=70% | 7.09%          | 8.28%              | 7.75%          |

| LVR   | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m |
|-------|----------------|--------------------|----------------|
| <=75% | 7.29%          | N/A                | 7.78%          |
| <=80% | 7.39%          | N/A                | 7.80%          |

### Expat risk fee

| LVR   | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m |
|-------|----------------|--------------------|----------------|
| <=65% | 0.00%          | 0.00%              | 0.00%          |
| <=70% | 0.75%          | 1.25%              | 0.75%          |
| <=75% | 0.75%          | N/A                | 1.25%          |
| <=80% | 0.75%          | N/A                | 1.25%          |

### Location limits

| Category               | Max loan cue      | Max LVR |
|------------------------|-------------------|---------|
| Category 1 - Metro     | \$5.0m at 70% LVR | 80%     |
| Category 1 - Non-Metro | \$2.0m            | 80%     |
| Category 2             | \$2.0m            | 80%     |
| Category 3             | \$1.5m            | 80%     |
| Unlisted               | \$1.0m            | 80%     |

### Published rate loadings

- Investor +0.15%.
- Interest Only up to 5 years +0.15%.
- Eligible investor loans at <=80% LVR may have IO up to 10 years with +0.20% loading, subject to assessment.

## 07 Construction Loans

Full Doc construction pathway with dedicated construction pricing, risk-fee/LMI treatment and progress-payment administration.

| Control            | Position                                                                          |
|--------------------|-----------------------------------------------------------------------------------|
| Eligible works     | New dwellings, knock-down rebuild and major renovations.                          |
| Maximum dwellings  | 2 dwellings on one title.                                                         |
| Premium max LVR    | Up to 95% with LMI above 90%.                                                     |
| Optimax max LVR    | Published bands up to 85%.                                                        |
| Investor loading   | +0.20%.                                                                           |
| Interest Only      | Up to 5 years +0.20%; eligible investor <=80% LVR may have up to 10 years +0.25%. |
| Administration fee | From \$1,500 plus progress inspection fees.                                       |

### Base rates - Owner Occupied P&I

| LVR   | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m | Optimax >\$2m-\$3m |
|-------|----------------|--------------------|----------------|--------------------|
| <=65% | 7.67%          | 8.37%              | 7.98%          | 8.18%              |

| LVR            | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m | Optimax >\$2m-\$3m |
|----------------|----------------|--------------------|----------------|--------------------|
| <=70%          | 7.80%          | 8.50%              | 8.15%          | 8.35%              |
| <=75%          | 8.01%          | N/A                | 8.40%          | 8.60%              |
| <=80%          | 8.55%          | N/A                | 8.70%          | 9.20%              |
| <=85%          | 8.93%          | N/A                | 9.14%          | N/A                |
| <=90%          | 9.31%          | N/A                | N/A            | N/A                |
| <=95% with LMI | 10.50%         | N/A                | N/A            | N/A                |

### Construction risk fee / LMI

| LVR   | Premium <=\$3m | Premium >\$3m-\$5m | Optimax <=\$2m | Optimax >\$2m-\$3m |
|-------|----------------|--------------------|----------------|--------------------|
| <=65% | 0.00%          | 0.00%              | 0.00%          | 1.25%              |
| <=70% | 0.00%          | 0.00%              | 0.00%          | 1.25%              |
| <=75% | 0.00%          | N/A                | 0.50%          | 1.25%              |
| <=80% | 0.00%          | N/A                | 0.50%          | 2.50%              |
| <=85% | 1.00%          | N/A                | 1.50%          | N/A                |
| <=90% | 1.75%          | N/A                | N/A            | N/A                |
| <=95% | LMI            | N/A                | N/A            | N/A                |

### Construction packaging

- Provide the signed building contract, plans/specifications, council/building approvals as required, builder details and evidence of funds to complete.
- Valuation must assess the completed value and construction scope. Progress draws are subject to the required inspection and administration process.
- Confirm fixed-price / variation risk, total project costs, borrower contribution, land position and any cost overrun buffer.
- Confirm the end use (owner occupied or investment), number of dwellings, title structure and whether the works are within the published construction scope.
- Premium above 90% to 95% is subject to LMI rather than PRIME+Q Risk Fee.

## 08 SMSF - Residential Refinance

Dedicated Full Doc refinance pathway for existing SMSF residential investment debt.

| Control                | Position                                                                                                                                                                                                         |
|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Purpose</b>         | Refinance only.                                                                                                                                                                                                  |
| <b>Documentation</b>   | Full Doc.                                                                                                                                                                                                        |
| <b>Maximum LVR</b>     | Up to 80% subject to published table.                                                                                                                                                                            |
| <b>Tier</b>            | Premium / Optimax.                                                                                                                                                                                               |
| <b>Interest Only</b>   | Up to 5 years +0.35%.                                                                                                                                                                                            |
| <b>LRBA legal gate</b> | For residential real property, the refinance must be within the statutory transition for a pre-10 August 2026 arrangement or another applicable transition. New residential acquisition LRBAs are not available. |
| <b>Structure</b>       | Compliant limited-recourse borrowing structure and property trustee / bare trust arrangements required.                                                                                                          |

## Base rates and risk fees

| LVR   | Premium rate | Optimax rate | Premium risk fee | Optimax risk fee |
|-------|--------------|--------------|------------------|------------------|
| <=65% | 7.12%        | 7.67%        | 0.00%            | 0.60%            |
| <=70% | 7.14%        | 7.69%        | 0.00%            | 0.77%            |
| <=75% | 7.41%        | 7.96%        | 0.00%            | 1.00%            |
| <=80% | 7.44%*       | 8.09%        | 0.00%            | 1.29%            |

**Premium 80% cap** The Premium 80% pricing point is available for loans up to \$1,000,000.

## Structural and servicing checks

- Confirm borrowing powers and compliance of the SMSF trust documentation.
- Obtain evidence of the original LRBA / borrowing-arrangement date. For a residential refinance, do not assume grandfathering merely because the SMSF already owns the property.
- Confirm the refinance is maintaining/refinancing an arrangement entered before 10 August 2026, or that another statutory transition applies; refer to Legal/Compliance if not clear.
- Confirm the property trustee / bare trust and title-holding structure before relying on the security.
- All relevant trustees/directors, members and guarantors are subject to identification and credit assessment.
- Serviceability considers fund cash flow, verified rental income and acceptable member contribution capacity.
- Obtain specialised legal documentation/advice as required for the SMSF borrowing structure.
- No PRIME+Q SMSF Residential purchase pathway is offered. The product must not be used to create a new residential-property LRBA.

## 09 Commercial Loans

Full Doc commercial property lending for purchase and refinance with Premium and Optimax pathways.

| Control                        | Position                                                                       |
|--------------------------------|--------------------------------------------------------------------------------|
| <b>Purpose</b>                 | Purchase / refinance.                                                          |
| <b>Loan size</b>               | \$50,000-\$3.0m.                                                               |
| <b>Maximum LVR</b>             | 80% subject to product/location band.                                          |
| <b>Loan term</b>               | 5-30 years.                                                                    |
| <b>Borrowers</b>               | Natural person, company or trust.                                              |
| <b>Offset</b>                  | Free 100% offset account available under the published commercial proposition. |
| <b>Max dwellings per title</b> | Premium 3 / Optimax 4 under the product overlay.                               |

## Base rates

| LVR   | Premium <=\$3m | Optimax <=\$2m | Optimax >\$2m-\$3m |
|-------|----------------|----------------|--------------------|
| <=65% | 7.58%          | 7.58%          | 7.78%              |
| <=70% | 7.58%          | 7.58%          | 7.78%              |
| <=75% | 7.61%          | 7.61%          | 7.81%              |
| <=80% | 7.94%          | 7.63%          | 8.14%              |

## Risk fees

| LVR   | Premium <=\$3m | Optimax <=\$2m | Optimax >\$2m-\$3m |
|-------|----------------|----------------|--------------------|
| <=65% | 0.75%          | 1.00%          | 1.25%              |
| <=70% | 0.75%          | 1.25%          | 1.25%              |
| <=75% | 0.75%          | 1.25%          | 1.25%              |
| <=80% | 1.00%          | 2.00%          | 2.50%              |

## Commercial loan amount bands

| LVR   | Premium max loan | Optimax max loan |
|-------|------------------|------------------|
| <=65% | \$3.0m           | \$3.0m           |
| <=70% | \$3.0m           | \$3.0m           |
| <=75% | \$2.5m           | \$3.0m           |
| <=80% | \$2.0m           | \$2.0m           |

## Commercial postcode / location caps

| Category               | Max loan cue      | Max LVR |
|------------------------|-------------------|---------|
| Category 1 - Metro     | \$3.0m at 70% LVR | 80%     |
| Category 1 - Non-Metro | \$1.5m            | 80%     |
| Category 2             | \$2.5m            | 80%     |
| Category 3             | \$1.5m            | 75%     |

## Published acceptable commercial security examples

- Leasehold.
- Retail shops.
- Commercial offices.
- Industrial units, factories and warehouses.
- Medical / professional suites.
- Shopping centres.
- Child care centres.
- Hotels / motels.
- Car yards / car parks.
- Function / reception centres.
- Fast food franchise sites.
- Panel beaters / smash repair shops.

**Valuation** Commercial security must be independently assessed for use, tenancy, zoning, marketability and specialised attributes. A full valuation is required above 60% LVR under the current assessment overlay.

## 10 SMSF - Commercial Purchase & Refinance

Full Doc SMSF commercial investment-property lending through a compliant limited-recourse borrowing structure.

| Control       | Position              |
|---------------|-----------------------|
| Purpose       | Purchase & refinance. |
| Documentation | Full Doc.             |

| Control         | Position                                                                                                                                                                                                        |
|-----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Maximum LVR     | Up to 80% subject to table.                                                                                                                                                                                     |
| Tier            | Premium / Optimax.                                                                                                                                                                                              |
| Interest Only   | Up to 5 years +0.35%.                                                                                                                                                                                           |
| LRBA legal gate | For a new real-property borrowing arrangement entered from 10 August 2026, the property must be business real property. Transitional treatment may apply to specified pre-commencement arrangements/refinances. |
| Security        | Eligible commercial business real property held under a compliant SMSF/LRBA structure.                                                                                                                          |

## Base rates and risk fees

| LVR   | Premium rate | Optimax rate | Premium risk fee | Optimax risk fee |
|-------|--------------|--------------|------------------|------------------|
| <=65% | 7.49%        | 7.73%        | 0.00%            | 0.60%            |
| <=70% | 7.51%        | 7.75%        | 0.00%            | 0.77%            |
| <=75% | 7.80%        | 8.02%        | 0.00%            | 1.00%            |
| <=80% | 7.83%*       | 8.15%        | 0.00%            | 1.29%            |

**Premium 80% cap** The Premium 80% pricing point is available for loans up to \$1,000,000.

## SMSF commercial checks

- Compliant SMSF trustee and limited-recourse structure.
- Property trustee / bare trust arranged correctly for the security.
- For a new LRBA entered from 10 August 2026, verify that the real property is used wholly and exclusively in one or more businesses and therefore meets the business-real-property test.
- Commercial zoning, a commercial title or a commercial valuation description does not by itself establish business-real-property status; verify actual use/occupancy and lease arrangements.
- Single-asset investment property and acceptable commercial security.
- Personal guarantees/indemnities, legal documentation, identification and credit checks for relevant parties.
- Validate related-party, occupancy, mixed-use and transaction-structure requirements before contract where relevant. Mixed/unclear use must be referred for legal/compliance confirmation.

## 11 Borrowers, entities & age

Confirm who borrows, who owns the security and who guarantees before selecting a product or ordering valuation.

| Structure          | PRIME+Q treatment                             | Broker evidence / check                                                                                            |
|--------------------|-----------------------------------------------|--------------------------------------------------------------------------------------------------------------------|
| Natural person     | Supported across eligible products.           | Identity, citizenship/residency status, income, liabilities, living expenses and credit profile.                   |
| Australian company | Supported where the selected product permits. | ASIC details, directors/shareholders, financial position, guarantees and beneficial ownership.                     |
| Australian trust   | Supported where the selected product permits. | Full trust deed, trustee details, beneficiaries/control, guarantees and beneficial ownership.                      |
| SMSF               | Dedicated SMSF product pathways only.         | SMSF deed, trustee/corporate trustee, property trustee/bare trust, LRBA documentation and fund financial position. |
| Expat              | Dedicated Expat pathway.                      | Eligible Australian citizenship/permanent visa status, country/currency evidence and Australian security.          |

## Age and repayment strategy

- Product selection overlay: Premium 20-60 years; Optimax 18-65 years.
- The requested loan term must be reasonable for the borrower's age and circumstances.
- Where the contractual term extends materially into retirement, provide a credible and evidenced repayment/exit strategy.
- A person should not be added merely to create serviceability or security support where they receive no genuine benefit from the transaction.

## 12 Credit profile & conduct

Use the published credit cues for tier selection, then reconcile the complete credit file and repayment history.

| Credit item                 | Premium cue                                            | Optimax cue                                                                 |
|-----------------------------|--------------------------------------------------------|-----------------------------------------------------------------------------|
| Minimum Credit Index        | 660                                                    | 460                                                                         |
| Defaults                    | Paid defaults up to \$500 aggregate may be considered. | Broader paid/unpaid treatment subject to product-specific rules.            |
| Mortgage arrears / RHI      | Clean conduct expected for standard selection.         | 1 month and/or late RHI only in standard Residential/Commercial comparison. |
| Bankruptcy                  | Discharged more than 2 years.                          | Discharged 12-24 months.                                                    |
| Expat impairments <=\$3,000 | Paid defaults <=\$500 aggregate may be considered.     | Unlimited paid/unpaid subject to assessment.                                |
| Expat impairments >\$3,000  | Not shown as available in standard Premium comparison. | May be considered subject to seasoning/payment status as published.         |

## Definitions and file checks

- **Arrears** - a minimum repayment has not been made within 14 days after the contractual due date.
- **RHI** - Repayment History Information used to evidence conduct where available.
- **CCR** - comprehensive credit information used to reconcile liabilities and repayment conduct.
- **Undisclosed liabilities** - must be reconciled and explained before submission.
- **Credit enquiries** - reconcile enquiries with declared facilities; explain similar-value enquiries that did not proceed.
- **Related entities** - company/trust/business credit information may be reviewed where relevant to the application.

## 13 Employment status

Full Doc income is acceptable across the categories below, subject to evidence, continuity and the selected product overlay.

**Broker tenure rule** Where the minimum tenure differs by eligible assessment route, use the more conservative position below for pre-assessment unless the scenario has been confirmed.

| Employment type                 | Observed range across eligible assessment routes                                                           | Conservative broker pre-check                                                                                         |
|---------------------------------|------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|
| Permanent full-time / part-time | 3-6 months in current employment; if shorter, generally 12 months continuous same-industry history.        | Use 6 months current role, or demonstrate 12 months same-industry continuity.                                         |
| Casual employment               | 6-12 months current employment; where shorter, 1-2 years same-industry continuity may be required.         | Use 12 months current role; if shorter, evidence 2 years same-industry continuity.                                    |
| Second job                      | 6-12 months current employment; where shorter, 1-2 years same-industry continuity may be required.         | Use 12 months current role; if shorter, evidence 2 years same-industry continuity.                                    |
| PAYG contractor                 | 3-12 months current contract/employment; 1-2 years same-industry continuity may be required where shorter. | Use 12 months current engagement; if shorter, evidence 2 years same-industry continuity and provide current contract. |
| ABN contractor                  | Treated as self-employed.                                                                                  | Use the applicable Premium/Optimax self-employed document and tenure overlay.                                         |
| Probation                       | May be considered on overall merits.                                                                       | Do not assume acceptance; explain role, prior continuity and probation status.                                        |

## PAYG evidence

- Standard rate-card overlay: last 2 payslips.
- Payslips should clearly show borrower name, employer, pay period, income components and year-to-date income.
- Employment verification or salary-credit evidence may be required to validate employment and income.
- A current employment contract is required for contract borrowers; it should show term, income, payment frequency and material termination/restriction clauses.
- Where fixed-term employment is relied on, evidence of renewal, conversion to permanent employment or continuity may be requested.

## 14 Income acceptance & servicing treatment

The following Full Doc income categories are acceptable for consideration when properly verified and sustainable.

**Mandatory conservative input rule** For every percentage range below, use the LOWER percentage in preliminary serviceability. The higher end is an assessment outcome, not a broker entitlement.

| Income category                             | Acceptable Full Doc? | Evidence / continuity                                                                                     | Observed usage range                  | Broker input                                                                                    |
|---------------------------------------------|----------------------|-----------------------------------------------------------------------------------------------------------|---------------------------------------|-------------------------------------------------------------------------------------------------|
| PAYG base salary / wages                    | Yes                  | Current payslips and employment verification; minimum employment tenure must be met.                      | Up to 100%                            | 100% where stable and verified.                                                                 |
| Self-employed                               | Yes                  | Tax returns, NOA(s), financials/BAS as required by Premium/Optimax overlay.                               | Based on verified maintainable income | Use conservative maintainable income; see Section 15.                                           |
| Contractor                                  | Yes                  | PAYG contract + payslips/credits, or self-employed evidence for ABN contractor.                           | Up to 100%                            | Use 100% only for verified maintainable base; variable components separately shaded.            |
| Investor - residential/commercial rent      | Yes                  | Lease/rental statement, bank credits, valuation/agent evidence as applicable.                             | 80%-95% of gross                      | Use 80%.                                                                                        |
| Investor - dividends / interest / royalties | Yes                  | Latest tax return and assessment/NOA; evidence of continuing asset/investment.                            | Up to 100% of verified amount         | Use verified recurring amount; do not project growth.                                           |
| Family Allowance                            | Yes                  | Current Centrelink evidence; must be demonstrably continuing, generally for the next 5 years.             | Up to 100%                            | Use only where continuity is clear and dependant remains in servicing.                          |
| Social Security                             | Yes                  | Current benefit/income statement or bank evidence; benefit must be ongoing and not inherently short-term. | Up to 100% where accepted             | Use verified ongoing amount; refer if primary/sole servicing source or continuity is uncertain. |
| Child Maintenance                           | Yes                  | Formal evidence/payment history; dependant included in servicing; continuity requirement applies.         | 80%-100%                              | Use 80%; 100% only where ongoing for at least 5 years and assessment permits.                   |

**RENTAL SHADING IS NOT NEGATIVE GEARING** The conservative 80% rental-income input is a credit shading rule only. It does not establish entitlement to a negative-gearing tax benefit. Any tax benefit used in serviceability must independently satisfy the legal gate in Section 16.

## PAYG variable income

| Income type | Evidence                                                                                                               | Observed usage | Conservative broker input                                   |
|-------------|------------------------------------------------------------------------------------------------------------------------|----------------|-------------------------------------------------------------|
| Overtime    | Regular and sustainable; typically evidence over 12 months. Essential-services overtime may receive broader treatment. | Up to 100%     | Use 100% only where regular and evidenced; otherwise refer. |
| Commission  | Evidence over 12-24 months depending payment frequency and stability.                                                  | 90%-100%       | Use 90%.                                                    |
| Bonus       | Generally evidence over 2 years from same employer.                                                                    | 80%-100%       | Use 80%.                                                    |

| Income type               | Evidence                                                                                            | Observed usage                     | Conservative broker input                             |
|---------------------------|-----------------------------------------------------------------------------------------------------|------------------------------------|-------------------------------------------------------|
| Shift / regular allowance | Must be regular, expected and ongoing; temporary higher-duty allowance is not maintainable.         | Up to 100%                         | Use only ongoing verified component.                  |
| Salary sacrifice          | Voluntary pre-tax salary sacrifice can be added back to taxable income, subject to verification.    | Up to 100%                         | Use verified recurring amount.                        |
| Car allowance             | Taxed/untaxed treatment depends on payslip structure; corresponding lease/payment must be included. | Up to 100%                         | Use verified allowance and include related liability. |
| Fully maintained car      | Where employer reimburses all car costs, an allowance/add-back may be recognised.                   | Up to \$5,000 p.a. or lower actual | Use lower of \$5,000 or evidenced amount.             |
| Mileage reimbursement     | Requires consistency over a 2-year period, generally supported by tax returns.                      | Verified recurring amount          | Use evidenced recurring amount only.                  |

## Investor and other income detail

| Income                                  | Assessment approach                                                                                   | Evidence                                                                                                                                                     |
|-----------------------------------------|-------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Residential rental                      | Use the lower of available reliable sources. Standard preliminary servicing at 80% of gross.          | Existing property: current lease/rental statement or at least 3 months regular bank credits; new purchase: valuer/rental assessment or current agent letter. |
| Commercial rental                       | Use verified lease rent and security valuation where relevant; lower figure where evidence conflicts. | Executed lease and valuation/market rent evidence as required.                                                                                               |
| Short-stay rental                       | At least 12 months history is required before relying on this income.                                 | Tax return and/or platform/bank evidence covering at least 12 months.                                                                                        |
| Room-by-room rental                     | Can be considered from actual received rents where multiple tenants occupy separate areas.            | Generally at least 3 months bank credits from all tenants.                                                                                                   |
| Dividends / royalties / interest        | Use verified recurring investment income; do not assume future growth.                                | Latest tax return and assessment/NOA plus evidence investment remains held where requested.                                                                  |
| Trust distributions                     | Can be considered where applicant is an eligible beneficiary and control/continuity is demonstrated.  | Trust returns/financials and, where relevant, written undertaking to redirect distributions for servicing.                                                   |
| Pensions                                | Government or self-funded pension income may be used where ongoing and evidenced.                     | Current income statement and/or 3 months bank credits; self-funded arrangements may require tax/fund documents.                                              |
| Maternity / parental leave              | Can be considered where return-to-work and interim repayment position are evidenced.                  | Borrower return-to-work intention, employer confirmation of position/income and strategy for reduced-income period.                                          |
| Worker compensation / income protection | Can be considered where duration and replacement strategy are clear.                                  | Payment evidence and confirmation of expected duration/terms. Conservative input 80% where assessment range is 80%-100%.                                     |

**Do not use short-term benefits as permanent servicing income.** Where a payment is temporary, uncertain, ceases before the loan can reasonably be serviced, or is unsupported by current evidence, do not rely on it. Refer the scenario before quoting.

## 15 Self-employed income

Use the rate-card document overlay first, then assess maintainable income conservatively.

| Tier    | Tenure / document overlay         | Required core documents                                                                                                            |
|---------|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| Premium | Generally 2+ years self-employed. | Two most recent personal tax returns and business/entity returns where applicable; two most recent personal Notices of Assessment. |

| Tier    | Tenure / document overlay                     | Required core documents                                                                                                                                     |
|---------|-----------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Optimax | Generally >1 year and <2 years self-employed. | Most recent personal/business return as applicable; most recent personal NOA; BAS may be requested where the return does not cover the full trading period. |
| Expat   | 1-year Full Doc overlay.                      | 1 year personal return and applicable company/trust returns, no older than 21 months, plus corresponding personal NOA.                                      |

## Income trend treatment

| Trend                       | Observed assessment range                                                                   | Conservative broker treatment                                               |
|-----------------------------|---------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|
| Income increase <=20%       | Latest year is generally supportable where maintainable.                                    | Use latest verified year, subject to full assessment.                       |
| Income increase >20% to 30% | Some eligible assessments may accept latest year with explanation/approval; others average. | Use 2-year average. Do not rely on latest-year uplift without confirmation. |
| Income increase >30%        | Average or specific supporting review is generally required.                                | Use 2-year average.                                                         |
| Income decrease             | Latest/lower year used.                                                                     | Use latest/lower year.                                                      |
| Business/entity loss        | Loss is deducted unless an acceptable assessment supports another treatment.                | Deduct loss; provide accountant explanation.                                |

## Potential Full Doc add-backs

- Director salary not already included in personal income.
- Director superannuation above the statutory requirement / voluntary super where genuinely discretionary.
- Interest on loans being refinanced, where appropriate.
- Non-recurring expenses confirmed by the accountant.
- Eligible tax deductibility on investment loans.
- Business depreciation, subject to treatment of financed assets and avoiding double count.
- Vehicle expenses up to \$5,000 p.a. where supported in business accounts.
- Personal/housing expenses paid by the business and clearly identifiable in the P&L, where appropriate.

**No double counting.** Any director salary, superannuation, depreciation, loan interest or personal expense can only be counted once. The business financials and personal income position must reconcile.

## 16 Serviceability

Run the current PRIME+Q / Mortgage Street calculator using verified income and all continuing commitments.

| Component                      | Broker treatment                                                                                                                                                                           |
|--------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| New residential lending        | Use the current calculator. Standard assessment treatment includes a serviceability buffer above the contract rate; do not substitute a lower buffer without confirmed eligibility.        |
| Existing P&I mortgages         | Where rate/term can be verified, assess at the current rate plus the applicable buffer. If not, use the calculator's conservative loan-limit treatment.                                    |
| Existing IO mortgages          | Assess the reverting P&I repayment over the remaining P&I term using the applicable buffer.                                                                                                |
| Credit cards / store cards     | Use the higher of declared commitment or 3.8% of approved limit unless the facility is evidenced as cleared in full each month for the last 3 months and the calculator permits exclusion. |
| Living expenses                | Use the higher of declared living expenses or the applicable benchmark living expense measure.                                                                                             |
| Interest Only on proposed loan | Assessed as P&I over the residual term after the IO period.                                                                                                                                |

| Component                            | Broker treatment                                                                                                                                                                                                                                        |
|--------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Negative gearing / tax benefit       | Apply only where the tax benefit is legally available for the borrower/entity/property and the current calculator supports it. If eligibility is uncertain, use NIL benefit. Do not rely on a benefit legislated to cease from the 2027-28 income year. |
| Financially independent spouse/child | May be excluded from household servicing only where evidence demonstrates financial independence and current assessment permits.                                                                                                                        |
| Inactive store card                  | May be excluded where it will be closed and the required settlement/closure condition is applied.                                                                                                                                                       |

## Negative gearing - legal servicing gate

| Scenario                                                                                 | Legal / tax position                                                                                                                                           | PRIME+Q conservative servicing treatment                                                                                                                                    |
|------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Established residential property - interest acquired before 7:30 pm ACT time 12 May 2026 | Excluded from the new residential-loss quarantine. Ordinary deductibility rules still apply.                                                                   | A negative-gearing tax benefit may be considered only if current tax deductibility, ownership share and calculator treatment are verified.                                  |
| Established residential property - interest acquired at/after the cut-off                | From 2027-28, excess residential-property deductions are quarantined rather than deducted against unrelated income unless another statutory exception applies. | Use NIL personal negative-gearing benefit for forward servicing from 1 July 2027 unless a statutory exception is evidenced. Continue to shade rental income separately.     |
| Qualifying new residential dwelling                                                      | The Act contains an exception for a new residential dwelling, but the detailed definition/exemptions are still being finalised as at 31 August 2026.           | Use a tax benefit only after the property is confirmed to satisfy the law in force. Do not rely solely on the Treasury exposure-draft 24-month test.                        |
| Commercial / non-residential property                                                    | The Schedule 2 quarantine is directed to residential dwellings used as residential accommodation. Ordinary tax deductibility remains a separate question.      | A tax benefit may be considered only where ordinary deductibility is verified. Do not infer deductibility from the property being commercial.                               |
| Complying SMSF                                                                           | Section 26-155 does not apply to a complying superannuation entity.                                                                                            | Any tax effect is assessed at fund level only. Do not add a member/personal negative-gearing benefit. The separate LRBA legal gate in Sections 08, 10 and 19 still applies. |

**FORWARD-SERVICING CONTROL** For loans assessed before 1 July 2027, a current-year tax benefit must not be treated as permanently available where enacted law removes that benefit from 2027-28. If the borrower needs the benefit to pass servicing after 30 June 2027 and no exception is established, use NIL benefit and refer.

**Alternative refinance treatment** Some qualifying refinances may receive alternative servicing treatment. Do not pre-quote on an exception or reduced buffer. Refer the scenario and rely only on the current calculator / written confirmation.

## Minimum serviceability file

- Current serviceability output.
- All verified income documents supporting the input values.
- Declared living expenses and household composition.
- Statements/CCR for continuing liabilities and repayment conduct.
- Evidence for rental income, credit-card clearance or proposed debt payout where relied upon.
- Clear notes for any income range, shared commitment, refinance treatment or other assumption requiring confirmation.

## 17 Loan purpose, cash out & debt consolidation

The purpose must be explicit, evidenced and supported by the selected product family.

| Purpose     | Available product pathway / treatment                                                                                   |
|-------------|-------------------------------------------------------------------------------------------------------------------------|
| Purchase    | Residential, Expat, Commercial and SMSF Commercial where product/security fits.                                         |
| Refinance   | Residential, Expat and Commercial. SMSF Residential is refinance only; SMSF Commercial supports purchase and refinance. |
| Vacant land | Use the dedicated Vacant Land product; verify registration, services, location and security.                            |

| Purpose            | Available product pathway / treatment                                                                                                                           |
|--------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Construction       | Use the dedicated Construction product and construction documentation / progress-payment requirements.                                                          |
| Debt consolidation | Residential/Commercial overlays may allow consolidation up to maximum LVR. ATO and private-loan debt may be considered, subject to verification and assessment. |
| Cash out           | Residential/Commercial may allow cash out up to maximum LVR. Cash out from private lenders is capped at \$200,000.                                              |
| Expat cash out     | Available within product limits, but business-purpose cash out is not acceptable. Private-lender cash out is capped at \$200,000.                               |

### Cash-out / consolidation evidence

- State the exact dollar amount and purpose for each cash-out component.
- Provide statements, invoices, contracts, payout letters or other objective evidence where requested.
- For private-lender debt, evidence the current debt, repayment position and the proposed payout/cash-out split.
- For ATO debt, provide current ATO evidence and clearly identify the amount to be paid out.
- Avoid generic descriptions such as “future use” where a specific purpose is known.
- Ensure post-settlement liabilities in the serviceability calculator match the actual consolidation/payout structure.

## 18 Security, postcode & valuation

Security fit is independent of borrower strength. A strong borrower does not override an unacceptable or over-concentrated security.

### Residential security examples

| Security type                  | Published / consolidated position                                                                                       |
|--------------------------------|-------------------------------------------------------------------------------------------------------------------------|
| Unit / apartment               | Minimum 40 sqm excluding parking garage and balcony.                                                                    |
| Townhouse / standard dwelling  | Acceptable subject to location, valuation and marketability.                                                            |
| High-density residential       | Can be considered subject to postcode/concentration and valuation.                                                      |
| House + granny flat            | Can be considered subject to valuation and marketability.                                                               |
| Personal holiday home          | Can be considered.                                                                                                      |
| Display home                   | Can be considered subject to rental/use and marketability.                                                              |
| Leasehold                      | Can be considered subject to lease terms and assessment.                                                                |
| Vacant land                    | Up to 2.2 hectares under published residential security examples; dedicated Vacant Land product applies where relevant. |
| Completed residential property | Up to 10 hectares under published examples.                                                                             |

### Commercial security examples

| Security type            | Examples                                                                                                                                                           |
|--------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Retail / office          | Retail shops, commercial offices.                                                                                                                                  |
| Industrial               | Industrial units, factories, warehouses.                                                                                                                           |
| Professional             | Medical / professional suites.                                                                                                                                     |
| Larger / specialised use | Shopping centres, child care centres, hotels/motels, car yards/car parks, function/reception centres, fast food franchise sites, panel beaters/smash repair shops. |
| Leasehold                | May be considered subject to lease, use, valuation and marketability.                                                                                              |

## Valuation principles

- Valuation type is determined by product, LVR, security type and current assessment requirements.
- A current full valuation takes priority where one is held; alternative valuations do not override it.
- Residential valuation fees are at cost and paid before the valuation is ordered through Property Hub; AVM and desktop options are subject to eligibility.
- Commercial security requires a full valuation above 60% LVR under the current assessment overlay.
- Valuer comments on use, zoning, tenancy, marketability, size, condition or specialised attributes can reduce acceptable LVR or trigger further review.
- Confirm valuation age/recency requirements before relying on an existing report.

## Location / postcode control

- Use the current postcode category lookup before quoting.
- Location category can reduce both the maximum loan amount and maximum LVR.
- Where a product-specific location table is published, it takes priority over a generic headline maximum.
- If a property does not clearly map to a published category or security type, refer it before quoting.

**Do not back-solve from the rate.** A rate table entry does not prove the security or location is eligible. Confirm security, postcode category, loan size and LVR before using the rate.

## 19 SMSF framework

PRIME+Q SMSF lending is available only through the dedicated Residential Refinance and Commercial Purchase & Refinance products in this guide.

| Area                          | Requirement                                                                                                                                                                               |
|-------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Borrower                      | Acceptable SMSF trustee structure with borrowing permitted by the trust documentation.                                                                                                    |
| Property trustee / bare trust | Required limited-recourse structure for the property security.                                                                                                                            |
| LRBA law - from 10 Aug 2026   | A new LRBA for real property must relate to business real property. The enacted transition preserves specified pre-commencement arrangements and qualifying refinances.                   |
| Residential refinance         | PRIME+Q is refinance only. Evidence the original arrangement date and confirm the refinance falls within the statutory transition. No new residential SMSF acquisition LRBA is available. |
| Commercial purchase           | For a new LRBA, the property must satisfy the business-real-property test: real property used wholly and exclusively in one or more businesses.                                           |
| Commercial refinance          | Determine whether the borrowing is a new post-commencement arrangement or a qualifying refinance of a pre-commencement arrangement; retain evidence of the legal basis.                   |
| Trustees/directors/members    | Verify identities, roles and relationships.                                                                                                                                               |
| Security                      | Single-asset structure plus the relevant PRIME+Q Residential or Commercial security criteria; legal LRBA eligibility is an additional gate.                                               |
| Guarantees                    | Personal guarantees / indemnities may be required from relevant parties.                                                                                                                  |
| Credit checks                 | Relevant trustees/directors/members/guarantors are assessed as applicable.                                                                                                                |
| Serviceability                | Fund income, shaded rental income and acceptable member contribution capacity are assessed. Any tax effect is fund-level only.                                                            |
| Legal                         | Specialised SMSF documentation, trust confirmations and independent legal/compliance advice may be required.                                                                              |

## Business real property - broker test

- The property must be an eligible real-property interest and the underlying land must satisfy the statutory business-use test.
- The relevant real property must be used wholly and exclusively in one or more businesses. The ATO describes this as an onerous facts-and-degree threshold, although minor/trifling non-business use may be accommodated.
- Do not rely on zoning, title description, the borrower calling the property "commercial", or the valuation category alone. Review actual physical use, lease/occupancy and business activity.

- Mixed residential/commercial use, vacant/idle use, related-party occupancy or any uncertain business-use position must be referred before contract / unconditional commitment.

**Commercial purchase - structure and use before contract** Validate both the SMSF/property-trust structure AND the business-real-property use test before contract execution or unconditional commitment. Do not assume either issue can be corrected after contract.

## 20 Application packaging

A complete, internally consistent file is the fastest path to assessment.

### Core application pack

- Completed borrower/entity details and application declarations.
- Signed privacy consent/declaration permitting credit and verification checks.
- Identification for every borrower and guarantor using the approved process.
- Income evidence matching the selected product/tier and the exact amounts used in servicing.
- Assets, liabilities, living expenses and household composition.
- Credit report/CCR/RHI and related-entity searches where applicable.
- Contract of Sale for purchases; refinance statements/RHI/payout evidence for refinances.
- Cash-out, debt-consolidation, ATO and private-debt evidence where applicable.
- Trust deed, ASIC/ABN details and guarantees for company/trust structures.
- SMSF deed, trustee/property trustee/bare trust and specialised legal documentation for SMSF loans, plus evidence of LRBA commencement/transition status and business-real-property use where applicable.
- Valuation order/supporting property information as required.
- Current serviceability output and clear broker submission notes.

### Income-specific packaging

| Income type                        | Minimum broker pack                                                                                                                                                                                                         |
|------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| PAYG                               | 2 current payslips; employment/salary-credit verification where requested; ATO or employment-contract evidence where variable income/tenure requires.                                                                       |
| Contractor - PAYG                  | Current contract plus PAYG evidence; demonstrate continuity and renewal where fixed term.                                                                                                                                   |
| Self-employed Premium              | 2 recent personal tax returns + business/entity returns as applicable + 2 recent personal NOAs.                                                                                                                             |
| Self-employed Optimax              | Latest personal/business return as applicable + latest personal NOA + BAS where required to cover trading period.                                                                                                           |
| Rental / investor                  | Lease/rental statement/bank credits and valuation/agent assessment as applicable; tax evidence for short stay/investment income. If a negative-gearing benefit is used, add evidence of legal eligibility/acquisition date. |
| Family Allowance / Social Security | Current Centrelink/benefit statement and evidence of expected continuity.                                                                                                                                                   |
| Child Maintenance                  | Formal arrangement/order/statement plus payment history and evidence of remaining term/continuity.                                                                                                                          |

### Submission note format

- Borrowers/entity/residency.
- Purpose and requested loan amount.
- Security address/type/value and postcode category.
- LVR and product/tier proposed.
- Income types, tenure, evidence and any conservative shading used.
- Existing liabilities, payouts and debt consolidation.
- Credit Index, CCR/RHI and any adverse conduct.
- Cash-out amount and exact use.
- Servicing result and sensitivity.
- Any item requiring confirmation.

## 21 Fees & costs

Consolidated from the current 1 September 2026 PRIME+Q rate cards. Confirm live fee treatment before quoting.

### Residential / Vacant Land / Construction / Expat / SMSF Residential

| Fee                                  | Standard Premium                                | Standard Optimax                        | SMSF Premium              | SMSF Optimax              |
|--------------------------------------|-------------------------------------------------|-----------------------------------------|---------------------------|---------------------------|
| Application fee                      | \$399                                           | \$1,295                                 | \$1,225                   | \$1,410                   |
| Unregistered Vacant Land application | \$1,750                                         | \$1,750                                 | N/A                       | N/A                       |
| Annual fee                           | \$0                                             | \$395                                   | \$395                     | \$395                     |
| Offset account                       | Optional; \$395 annual facility fee if selected | Included under Optimax annual treatment | Current product/rate card | Current product/rate card |
| Valuation                            | At cost; paid before order via Property Hub     | At cost                                 | At cost                   | At cost                   |
| Settlement                           | From \$500                                      | From \$500                              | From \$975                | From \$975                |
| Legal                                | From \$395                                      | From \$395                              | From \$975                | From \$975                |
| Discharge                            | From \$500 per security                         | From \$500 per security                 | From \$995 per security   | From \$995 per security   |
| Construction administration          | From \$1,500 + progress inspection fees         | From \$1,500 + progress inspection fees | N/A                       | N/A                       |

**Early repayment fee - non-coded loans** 2.00% of the original loan amount if repaid in full within 3 years for the fee category identified in the current rate card, including specified corporate/corporate-trustee vacant land/construction or specialised security circumstances and SMSF loans. Confirm applicability before quoting.

### Commercial / SMSF Commercial

| Fee                      | Commercial Premium                                          | Commercial Optimax | SMSF Comm Premium | SMSF Comm Optimax |
|--------------------------|-------------------------------------------------------------|--------------------|-------------------|-------------------|
| Establishment            | 0.75%                                                       | 0.75%              | 0.75%             | 0.94%             |
| Upfront component        | \$995 at submission; balance at settlement                  | Same               | Same              | Same              |
| Annual fee               | \$595                                                       | \$595              | \$595             | \$595             |
| Valuation                | On quote; borrower paid                                     | Same               | Same              | Same              |
| Settlement               | From \$499                                                  | From \$499         | From \$1,495      | From \$1,495      |
| Legal                    | \$1,500                                                     | \$1,500            | \$1,500           | \$1,500           |
| Mortgage discharge admin | \$1,400                                                     | \$1,400            | \$1,400           | \$1,400           |
| Early repayment          | 2.00% original loan amount if repaid in full within 3 years | Same               | Same              | Same              |

## 22 Scenario triage & definitions

Use the sequence below before issuing an indicative quote or lodging.

| Step | Check     | Broker question                                                                   |
|------|-----------|-----------------------------------------------------------------------------------|
| 1    | Purpose   | What is the exact transaction and use of funds?                                   |
| 2    | Security  | What security type, size, title, use and location category applies?               |
| 3    | Structure | Natural person, company, trust, SMSF or Expat? Who owns title and who guarantees? |

| Step | Check            | Broker question                                                                                                                          |
|------|------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| 4    | Tier             | Does the borrower fit Premium or require Optimax based on index, conduct, insolvency history or self-employed tenure?                    |
| 5    | LVR / loan size  | Check exact LVR band, location cap and product loan-size band.                                                                           |
| 6    | Price            | Select base rate, apply only published loadings, then risk fee or LMI.                                                                   |
| 7    | Income           | Use conservative income treatment and gather the evidence for every input.                                                               |
| 8    | Credit           | Reconcile liabilities, RHI/arrears/defaults and enquiries.                                                                               |
| 9    | Serviceability   | Run current calculator; do not rely on an exception unless confirmed.                                                                    |
| 10   | Evidence / notes | Package the file and explain purpose, structure, servicing, credit and any item needing confirmation.                                    |
| 11   | Law / tax gate   | If negative gearing or an SMSF LRBA is relied upon, is current legal eligibility evidenced and consistent with the transaction date/use? |

## Key definitions

| Term                         | Meaning                                                                                                                                                                                           |
|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| LVR                          | Loan amount divided by the accepted security value, subject to product and capitalisation treatment.                                                                                              |
| Risk Fee                     | Published PRIME+Q fee applied at relevant product/LVR band where LMI is not the applicable treatment.                                                                                             |
| LMI                          | Lenders Mortgage Insurance. For Premium Residential/Construction above 90% to 95% LVR, LMI applies subject to insurer acceptance.                                                                 |
| RHI                          | Repayment History Information recorded through comprehensive credit reporting.                                                                                                                    |
| CCR                          | Comprehensive credit reporting information used to reconcile debts and conduct.                                                                                                                   |
| NOA                          | Notice of Assessment issued by the Australian Taxation Office.                                                                                                                                    |
| P&I                          | Principal and Interest.                                                                                                                                                                           |
| IO                           | Interest Only.                                                                                                                                                                                    |
| LRBA                         | Limited Recourse Borrowing Arrangement. From 10 August 2026, a new LRBA for real property must relate to business real property, subject to statutory transition rules.                           |
| Business real property       | For SMSF purposes, an eligible real-property interest where the real property is used wholly and exclusively in one or more businesses, subject to the statutory definition and factual use test. |
| Quarantined residential loss | From 2027-28, excess deductions relating to affected residential dwellings that cannot be deducted against unrelated income and instead carry forward / apply as provided by the tax law.         |
| Negative gearing benefit     | A tax-effect servicing benefit arising only where deductible property expenses can legally reduce the relevant taxable income. It is not the same as rental-income shading.                       |
| HEM                          | Household Expenditure Measure benchmark used in living-expense assessment; current calculator applies the required benchmark.                                                                     |

**Referral trigger** If a scenario is close to, but not clearly inside, a published product limit or depends on the upper end of an income range, refer it to the PRIME+Q Scenario Desk / BDM before quoting or lodging.

## Regulatory source status - 31 August 2026

| Source                                                                 | Status / relevance                                                                                                                                                                                                      |
|------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Treasury Laws Amendment (Tax Reform No. 1) Act 2026 (Cth), Schedule 2  | Enacted. Residential negative-gearing quarantine applies to the 2027-28 income year and later, with statutory exceptions including pre-cut-off ownership interests and complying superannuation entities.               |
| Treasury Laws Amendment (Tax Reform No. 1) Act 2026 (Cth), Schedule 5  | Commenced 10 August 2026. New real-property LRBAs must relate to business real property; transition rules preserve specified pre-commencement arrangements/refinances.                                                  |
| Superannuation Industry (Supervision) Act 1993 (Cth), ss 66 and 67A    | Defines business real property and the LRBA exception to the general borrowing prohibition.                                                                                                                             |
| ATO SMSFR 2009/1                                                       | ATO interpretative guidance on the business-real-property test, including the wholly-and-exclusively business-use requirement.                                                                                          |
| Treasury Ministers release, 4 Aug 2026 - Tax Reform No. 3 consultation | The proposed 24-month new-residential-dwelling test is consultation material; Treasury states the final definition/exemptions will be included in primary legislation. It is not hard-coded in this guide as final law. |

## Important information

This document is confidential and intended solely for accredited PRIME+Q mortgage professionals. It is not intended for public distribution or consumer advertising. Rates, fees, risk fees, LMI, product availability and lending criteria may change. All applications are subject to satisfactory verification, serviceability, credit assessment, valuation/security acceptance, applicable tax and superannuation law, legal requirements and formal approval. Nothing in this guide is a commitment to lend or a substitute for independent legal, tax, accounting or financial advice.

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