

PLAN Lender Commission Guide

Last update 05/12/2022

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Commission percentage includes GST

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	ADELAIDE BANK RESIDENTIAL
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Last updated: 09/2021

UPFRONT	TRAIL
0.77%	0.165%

Upfront & Trail Notes

0.77% of the net closing balance of the relevant product and any offset account as at the last day of the first month after settlement of the new product.

Subsequent Drawdowns

Effective date of change: 1st August 2020

Upfront Calculation post SDD: The end of the month the loan settlement

SDD Minimum: \$20,000

SDD effective date: Monthly

SDD Eligibility period: 12 Months

- Effective 1 August 2020, the \$400 minimum payment will be removed. In its place, a monthly net loan balance review for the first 12 months of the loan will be introduced. This means when the net balance of a facility has increased by at least \$20,000 between monthly reviews, a further upfront commission (referred to as variation commission) will be paid if the loan balance has increased above the net loan balance in which the previous upfront commission was paid on.
- Upfront commission on credit increases will also move from a flat payment of \$250, to a percentage-based payment (same as upfront commission) on the net increase to the loan.
- There will be no changes to the upfront commission calculation methods on Construction or Go Between/Bridging loans.
- SmartDoc applications will no longer be accepted for assessment as of close of business Friday 22nd February 2019.

Clawbacks

Period –0 - 12 months 100%

Period - 13 to 24 months 50%

Any variation commission payment will form part of any commission clawback that becomes payable should the loan close within the clawback period.

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Last updated: 26/05/2022

UPFRONT		TRAIL
Standard Loan.....	0.66%	0.187%
.. (Includes Basic Loans and LOC's)	0.33%	0.165%
Select Loan.....	0.00%	0.00%
.....		
AMP First Home Loans		

Notes

Standard Loans

- LOC's are classified as standard loans from July 2020
- Affinity Loans are no longer available
- Commission is calculated from Settlement completed
- Upfront commission is calculated on the 4th Business day after settlement completed
- 180 calendar days after settlement there will be a review
- Calculations to calculate commission utilisation balance (facility limit – offset – redraw – gross commission paid)
- Calculation to calculate internal Refi Utilisation balance (New loan – Old Loan – offset – redraw)

Construction Loans

- Construction loans pay upfront on T4 as well as on a monthly basis based on the drawn amount. Commission is calculated based on current months EOM balance less the prior months EOM balance until the funds are fully utilised.
- Construction loans settling from October 2021 are allowed to link offset accounts. Commission calculations for these will be paid net of offset (drawdown minus offset)

Trail

- Trail will not be payable if the account is linked to an offset account that is greater than the net balance
- Deposits - Average balance is taken from account to calculate trail commission
- Trail will be based on the new loan amount
- Online lodgment rate must be 75% or better to continue to earn additional 0.055%

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General

From January 1st, 2021:

If the total linked offsets are greater than the facility balance outstanding, the excess offset will be applied against any other facilities within the loan. This will impact upfront and trail commissions. This rule will apply for the first 12 months after a loan has settled for loans settling on or after 1 Jan 2021. If a loan is made up of facilities which do not offer offset eg. Line of credit, the excess offset in an eligible product will still be used to reduce the amount of commission payable for those facilities which do not offer an offset (The rule does not apply to construction loans)

Example:

A client has a loan of \$600,000

- Facility A: \$400,000 Loan Limit and \$100,000 offset
- Facility B \$200,000 Loan limit and \$300,000 offset (\$100,000 surplus in offset)

Total amount in the combined offsets is \$400,000

Commission would be calculated for Facility A on \$200,000 amount of credit that is currently utilised by the client.

Previously commission would have been paid on \$400,000. These changes will only relate to the way commissions are paid and don't impact the way offsets are applied for the client. The offset excess will be applied in ascending facility account number order to all facilities within the loan until it is utilised.

Clawbacks

Period – 0 - 12 months - 100%

Period - 13 - 18 months - 50%

Clawback – AMP have advised they will now cease clawbacks for decreases in loan utilisation. This new methodology will retrospectively apply from 1 January 2019. At the same time, the following will still apply:

- At 180 days after settlement, a review will allow for payment of additional commission should overall loan utilisation increase
- Apply clawback for full and partial loan discharges as per current timeframes
- In calculating clawbacks for construction loans, the establishment date is deemed to be the date of first drawdown.

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ANZ
RESIDENTIAL

Last updated: 08/2021

UPFRONT		TRAIL	
Base Rate (LVR >80%)	0.6875%	Year 1-3	0.165%
Bonus Rate (LVR <80%)	0.715%	Year 4+	0.22%

Upfront Notes

- Upfront payment on Equity Manager Accounts is made when the limit is activated on the account (as they are like overdraft accounts) The Principal Amount that upfront is paid on is determined based on the disbursement of the approved amount of the new loan at settlement as upfront is payable on new lending only. Upfront is paid at 75% of the ILS rate.
- If a Broker account is restructured to another channel and there is an increase in lending from the original approved amount, the loan will be assessed to determine the % of increase. If the increase is greater than 33% the Broker will lose the trail and the Broker code on the account will be removed if the account still open. If the increase is less than 33% and the account is still open or if a new account is opened, then the Brokers code will be associated to the applicable account for trail.
- All upfront commission payments made by ANZ will be made on the drawn amount of the applicable loan, net of linked offset and/or redraw funds paid out of the principal. A monthly utilisation (SDD) payment will be paid for any additional utilisation of those offset or redraw funds, based on the lowest offset and/or redraw balance for that month, for 12 months after settlement.

Trail Notes

- Calculated on the daily portfolio balance and paid monthly. The portfolio balance is the balance after any applicable 'arrear', 'redraw' & 'Offset balances' have been deducted.
- For Equity Manager accounts the Drawdown date gets updated when the limit is changed.

Subsequent Drawdowns

Construction loan payment is based upon the entire approved amount of the loan
 Effective date of change: 1st Jan 2019
 Upfront Calculation post SDD: 10th calendar day of the month following settlement
 SDD Minimum: No minimum
 SDD effective date: Monthly
 SDD Eligibility period: Within 12 Months of Drawdown

Clawbacks

0-12 months – 100%
 12-15 months – 50%
 15-18 months – 25%

- In calculating clawbacks for construction loans, the establishment date is deemed to be the drawdown date.

Upfront Commission Clawback in place for 2 commission payment periods post settlement –to mitigate the risk that the offset account has not been linked and/or redraw not setup before the 10th day of the month following settlement.

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AUSTRALIAN FINANCIAL RESIDENTIAL

Last updated: 09/2021

UPFRONT	TRAIL
0.66%	0.165%

Upfront Notes

- Upfront rate applicable for True Blue, Pinnacle Prime and Pinnacle Specialist, Skyblue Prime, Specialist and Commercial, Smart and Classic Prime Specialist and Commercial loans
- Upfront commissions for new loans processed under “True Blue Term Loans” and “Pinnacle Term Loans” will be calculated based on the drawn amount less any offset balance as at the end of the month the loan settled.
- For Credit increases to existing facilities in our Balanced Lending program commission payments will be a flat fee of \$150
- In terms of Construction loans, clients have 12 months to complete the construction and Australian Financial will pay standard upfront commissions for all draw-downs during that period on a progressive draw down basis. If the property is not complete within 12 months no further commission payments will be made for progress payment claims. This applies to Balanced Term Loan and True Blue Term Loan products.

Trail Notes

Funders:

True Blue - Origin Skyblue - ORDE Classic – La Trobe
Pinnacle – Resimac Smart – Loanworks (formerly Sintex)

Subsequent Drawdowns

Effective date of change: 1st Jan 2019
Upfront Calculation post SDD: TBA
SDD Minimum: TBA
SDD effective date: TBA
SDD Eligibility period: TBA

Clawbacks

Classic Loan & Skyblue Loans (Resi & Comm)	No Clawback
Smart Loan (Resi & Comm)	0 – 12 Months 100%, 13 – 18 Months 75%, 18 – 24 Months 50%, Commercial – No clawback
True Bue Loans (Resi & Comm)	0 – 12 Months 100%, 13 – 24 Months 75%
Pinnacle Prime & Specialist loans	0 -12 months: 100%, 13-24 months: 50%

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AUSWIDE RESIDENTIAL

Last updated: 26/05/2022

UPFRONT	TRAIL
0.66% inc GST	0.20% inc GST

Details

- Upfront calculated on the total approval amount and paid on first drawdown
- Construction Loan Upfront is paid upon first drawdown
- If the loan does not fully draw down and the client cancels the remaining funds, a pro rata clawback will be processed to the value of the difference.
- There is no time limit on this

Trail Notes

Trail calculated NET of offset/redraw
Trail will stop on accounts in arrears more than 30days until the arrears are corrected

Subsequent Drawdowns

Effective date of change: N/A
Upfront Calculation post SDD: N/A
SDD Minimum: N/A
SDD effective date: N/A
SDD Eligibility period: N/A

Clawbacks

0 – 12 Months 100%

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BANK FIRST RESIDENTIAL

Last updated: 04/11/2021

UPFRONT	TRAIL
0.65%	Year 1 - 0.15% p.a. Year 2 - 0.20% p.a. Year 3 - 0.20% p.a. Year 4 - onwards 0.25% p.a.

Upfront Notes

- Calculated on the net amount being the gross loan amount less any fees and premiums
- Minimum amount increase \$50,000
- Equity Line of credit based on 100% on the new money credit limit
- Construction loan upfront payments on the loan limit when the first drawdown is made
- Upfront commission will not be paid in the following circumstances:
 - Refinancing when refinanced by the same funder
 - Transferring of loans to new properties
 - Switching between loan products
- For Bridging loans: No upfront payable for temporary loans. Commissions will be payable on the ongoing loan based at the normal commission rates as stated above. The ongoing loan is the loan that will continue once the temporary loan is fully repaid and existing security property is released.

Trail Notes

- Begins from the first full month following settlement
- Calculated monthly on the outstanding end of month loan balance less offset
- Trail commission will not accrue in the following circumstances:
 - Loans in arrears by 60 days or more
 - Loans in excess of their credit limit
 - Where scheduled payments are not being met
 - Once the loan has been discharged
 - During any default period, however, once the default is rectified commissions will be repaid but not for the default period

Subsequent Drawdowns

Effective date of change: 1st March 2019
 Upfront Calculation post SDD: Drawdown date
 SDD Minimum: \$TBA
 SDD effective date: TBA
 SDD Eligibility period: TBA
 Bank First will calculate upfront commission payments at the time of settlement, net of offset and redraw

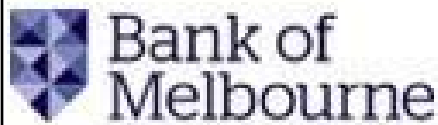
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	BANK FIRST RESIDENTIAL
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Clawbacks	
0 – 12 Months	100% Upfront
13 – 18 Months	50% Upfront
Life of loan	100% for misrepresentation and/or a fraudulent application
<p>For Equity Line of Credit (and other revolving credit facilities): If after 12 months from settlement the Member has not reached or exceeded 50% of the credit limit for a minimum of 90 days, then within 60 days after the 12 month period, Bank First will claw back 100% of the upfront commission paid.</p>	
<p>For Equity Line of Credit (and other revolving credit facilities): If after 12 months from settlement the customer has not reached at least 50% of the credit limit for a minimum of 90 days, then within 60 days after the 12 month period, we will claw back 100% of the upfront commission paid.</p>	

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BANK OF MELBOURNE RESIDENTIAL

Last updated: 11/2021

UPFRONT	TRAIL
0.715%	0.165%

Upfront Notes

Upfront commission paid on 75% of loan settled amount for Portfolio Loans
Construction loan payment – Month following First Drawdown (Paid in the following month On Total Limit)
If offset linked to the loan. End of month loan balance – end of month offset balance = Net balance

Trail Notes

- Trail is paid one month after settlement
- No trail paid on accounts 60 days in arrears or if there is a credit balance
- Trail commission will be calculated net less offset (based on net balance at end of each month)

Trail Notes

- No End Debt (NED) for Relocation/Bridging/Capitalised. Relocation NED does not receive any commission payment. NED relocation loans ceased to receive upfront commissions if the loan settled on or after 1st November 2019.

Subsequent Drawdowns

Effective date of change: 1st Jan 2019
Upfront Calculation post SDD: 3rd business day
SDD Minimum: No Minimum
SDD effective date: 12 Months after settlement
SDD Eligibility period: 12 months and 90 days after settlement

Bank of Melbourne advised payments will now be made later in the month to accommodate changes, therefore commissions will be paid by the 22nd of each month.

The subsequent up-front commission is calculated on the day after the first anniversary of the settlement date of a standard home loans. Calculations for SDD - largest loan balance (less any amount in a linked offset account) at any time in the 12 month period since the settlement date; less the Initial upfront commission previously paid for that loan.

If the calculation of subsequent up-front commission for a loan is less than \$0.00, no subsequent up-front commission is payable for that loan. For all subsequent upfront commissions payable from 1st January 2020 (original loan settled from 1st of Jan 2019) eligible mortgage broker and referrer introduced home loans with the Westpac Group will now automatically receive this remuneration (without having to make a request). Subsequent upfront commission will remain payable for each entitled home loan following the 12-month anniversary of the loan settlement.

First subsequent upfront commission payments commenced from March 2020, for eligible loans settled from Tuesday 1 January 2019 to Thursday 28 February 2019. All subsequent upfront commission payments thereafter, will be remunerated the month following the 12-month anniversary of settlement.

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 Bank of Melbourne	BANK OF MELBOURNE RESIDENTIAL
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Clawbacks
1 – 12 Months 100% Upfront
13 – 24 Months 50% Upfront

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Last updated: 25/11/2021

UPFRONT	TRAIL	
0.715%	Year 1 – 3	0.165%
	Year 4	0.22%
	Year 5 onwards	0.242%

Details

- For all Facilities with the exception of construction loans, calculated on the funds drawn down under the Facility net of balances held in any applicable offset account on the day that is 5 days after draw down of the Facility. For construction loans, calculated on the approved credit limit of the Facility.
- All percentages stated are a percentage of the drawn down amount of a Facility net of any balances held in an offset account or Facility limit as applicable.

Subsequent Drawdowns

Effective date of change: 1st Jan 2019
 Upfront Calculation post SDD: 5th Calendar day
 SDD Minimum: Not applicable
 SDD effective date: Not applicable
 SDD Eligibility period: Not applicable
 Upfront commission for new loans drawn down will be calculated based on the drawn down loan balance on the fifth calendar day after the date of draw down, and net of any linked offset and redraw facility.

Clawbacks

Event:	Clawback Percentage
If repaid within: 0 – 12 Months	100%
If repaid within: 12 – 24 Months	50%
Within 12 months of credit being provided under the facility, BOQ obtains judgment in any court of law within Australia against the Customer in respect of the amount owing under the facility	100%
The Customer is in Default (whether financial or otherwise) under their facility within 3 months, and the default is not remedied within 3 months of the event of the default occurring.	100%

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BANK SA RESIDENTIAL

Last updated: 09/2021

UPFRONT	TRAIL
0.715%	0.165%

Upfront Notes

- Upfront commissions paid on 75% of loan balance for Portfolio Loans

Trail Notes

- Trail is paid one month after settlement, based on net balance at end of each month
- No trail paid on accounts 60 days in arrears or if there is a credit balance

Details

- No End Debt (NED) for Relocation/Bridging/Capitalised. Relocation NED does not receive any commission payment. NED relocation loans ceased to receive upfront commissions if the loan settled on or after 1st November 2019.
- All loans must be submitted electronically.
- Members must settle 4 loans per year to maintain accreditation.
- Construction loan payment – Month following First Drawdown (Paid in the following month On Total Limit)

Subsequent Drawdowns

- Effective date of change: 1st Jan 2019
- Upfront Calculation post SDD: 3rd business day
- SDD Minimum: No Minimum
- SDD effective date: 12 Months after settlement
- SDD Eligibility period: 12 months and 90 days after settlement

Bank SA advised payments will now be made later in the month to accommodate changes, therefore commissions will be paid by the 22nd of each month.

The subsequent up-front commission is calculated on the day after the first anniversary of the settlement date of a standard home loans.

Calculations for SDD - largest loan balance (less any amount in a linked offset account) at any time in the 12 month period since the settlement date; less the Initial upfront commission previously paid for that loan.

If the calculation of subsequent up-front commission for a loan is less than \$0.00, no subsequent up-front commission is payable for that loan. For all subsequent upfront commissions payable from 1st January 2020 (original loan settled from 1st of Jan 2019) eligible mortgage broker and referrer introduced home loans with the Westpac Group will now automatically receive this remuneration (without having to make a request). Subsequent upfront commission will remain payable for each entitled home loan following the 12-month anniversary of the loan settlement.

First subsequent upfront commission payments commenced from March 2020, for eligible loans settled from Tuesday 1 January 2019 to Thursday 28 February 2019. All subsequent upfront commission payments thereafter, will be remunerated the month following the 12-month anniversary of settlement.

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**BANK SA
RESIDENTIAL**

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Clawbacks

Months 1 – 12 100%
Months 13-24 50%

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	<h2 style="margin: 0;">BANKWEST RESIDENTIAL</h2>
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Last updated: 26/05/2022

UPFRONT	TRAIL	
0.715%	Year 1 – 3	0.165%
	Year 4 – Onwards	0.22%

Upfront Notes

- Calculated 14 calendar days after loan settlement based on the Loan’s net usage (Loan utilisation less linked offset funds). In the case of Construction loans net usage is calculated on the Loan’s approved Limit.
- A review of the loan is completed 12 months after the settlement date. At review an adjustment to the commission will be paid if the “usage” has increased by \$20,000 or more. In this case “usage” is defined as the Highest Monthly Average Loan Balance less the Daily Annual Average balance of any linked Offset account

Trail Notes

Calculated monthly and paid in arrears based on the Loan average balance less the average balance of any linked offset account

Subsequent Drawdowns

- Effective date of change: 1st Jan 2021
- Upfront Calculation post SDD: 14 days after settlement
- SDD Minimum: \$20,000
- SDD effective date: 12 months after drawdown
- SDD Eligibility period: 12 months after drawdown

The Bank will review each Eligible Home Loan approximately 12 months after the date that any part of the amount of credit or maximum amount of credit has been advanced (**Settlement Date**). If, as at the date which is 12 months after the Settlement Date the highest average monthly balance of the relevant Eligible Home Loan less the average daily balance of any Linked Offset Account over this 12 month period has increased by \$20,000, the commission paid under clause 6.3 above will be adjusted to an amount equal to 0.65% of the new highest average monthly balance of the Home Loan less new average balance of any Linked Offset Account.

Clawbacks

Upfront commission clawback will occur in the following circumstances: -

- If the loan is repaid within 18 months based on the following calculation

$$\begin{array}{l}
 \text{Months account has run} \\
 \text{_____} \times \text{Commission Paid} \\
 18
 \end{array}$$

* Payment of Commission is also subject to National Consumer Credit Protection Regulations 2010 and any agreement held with the Originator.

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Last updated: 24/11/2022

UPFRONT	TRAIL
0.65	0.15

Upfront Notes

- Minimum contracted loan amount for commission is \$50,000.
- Percentage of the Amount of Credit minus credit balances of linked interest offset deposit accounts and any amount available for redraw
- Paid the last day of the calendar month in which any part of the approved Amount of Credit was first advanced to the Borrower

Trail Notes

Trail to be clawed back if loan is 90 continuous days in Monetary default and can recommence after loan remains in good standing for 90 Days

Clawbacks

100% for the first 12 months , then 50% from month 13-18.

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BLUESTONE RESIDENTIAL

Last updated: 29/06/2022

UPFRONT		TRAIL	
Prime	0.715%	Prime	0.165%
Near Prime	0.715%	Near Prime	0.165%
Specialist & Specialist+	0.715%	Specialist & Specialist+	0.165%

Upfront Notes

Upfront Commission for each Loan is based on the initial principal sum of the Loan net of any funds held in offset accounts or available via redraw and calculated at the end of the month in which the loan settles using the Upfront Commission rate in section A below. Upfront Commission payments are paid by the 15th of the month following the month in which the loan is settled. 12 months after the date of settlement, a subsequent check is undertaken. If the utilised loan amount has increased by \$50k or more a further upfront commission on the difference will be paid.

Trail Notes

Trail Commission for each Loan is payable to you on a monthly basis by the 15th day of each calendar month for the previous month's activity. Trail Commission is calculated by multiplying the Trail Commission rate in section A below by the balance of the principal outstanding as at the last business day of the month.

Further advances

Where Bluestone provides a further advance to a borrower on an existing settled loan, the Upfront Commission in section B below is payable on the net increase amount, not the new approved credit limit. Bluestone will calculate the Trail Commissions on the new outstanding balance as above.

All Products – Upfront Commissions: 0.65%

Subsequent Drawdowns

Effective date of change: 1st Jan 2019
 Upfront Calculation post SDD: Settlement Date
 SDD Minimum: \$50,000
 SDD effective date: Monthly
 SDD Eligibility period: Within 12 months of the initial drawdown date

- Bluestone will pay upfront commissions on subsequent drawdowns of \$20k or more (in a single transaction) which occurs within 12 months of the initial drawdown date up to the original approved amount.

Clawbacks

0 – 12 Months 100% Upfront
 13 – 18 Months 50% Upfront

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**CBA
RESIDENTIAL**

Last updated: 27/05/2022

UPFRONT		TRAIL	
PLAN A PLAN B	Up to 0.715% Up to 0.66%	PLAN A PLAN B	Year 1-3 0.165% Year 4-5 0.22% Year 1 0.11% Year 2 0.165% Year 3 0.22% Year 4-6 0.275%
On new money up to \$3M. Further Details below			

Upfront Notes

- Upfront for LOC products will be based on 75% of the 'New Money' credit limit.
- CBA may reduce the Upfront Commission rate where the New Money equals or exceeds \$3,000,000. Upfront commission for Construction Loans will be in the total approved amount which settle from the 24/11/2018. They will be excluded from the net of offset balance calculation.

PLAN A

- Up to 0.715% Payable monthly on settlement. (On "new money" loan amount" less credit in any linked offset account as at Day -14 (CBA may reduce the Upfront Commission rate where the New Money equals or exceeds \$3M)
- Lines of Credit 0.4125% (On "new money" loan amount")

PLAN B

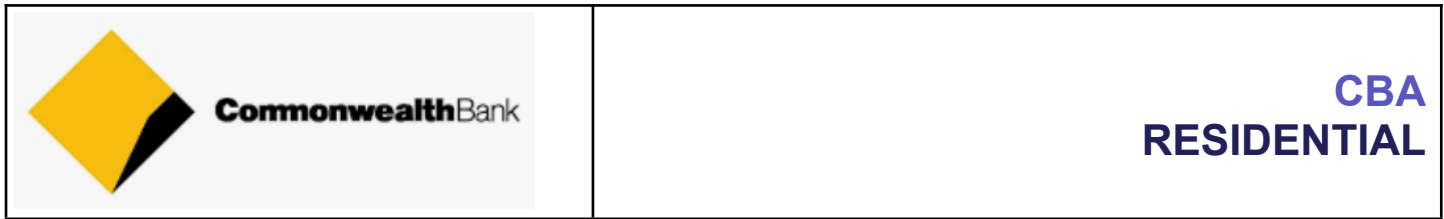
- Up to 0.66% Payable monthly on settlement. On "new money" loan amount" less credit in any linked offset account as at Day 14 (CBA may reduce the Upfront Commission rate where the New Money equals or exceeds \$3M)
- Lines of Credit 0.37125% (On "new money" loan amount")

(Note: Additional Upfront commission payment is 75% of the extra commission percentage on the "New Money" credit limit for Lines of Credit)

Trail Notes

- Trail commission is eligible on the home loan balance, as at the last calendar day of the month, less any credit in linked offset accounts
- First month of settlement, Trail is pro rata based on the number of days the loan was active in that month, utilising the balance in the home loan account as at the last day of the calendar month, less any credit in the linked offset accounts.
- Trail Commission will not be paid when: (a) loans in arrears 60 days or greater; (b) loans or facilities in excess of their limit; (c) loans that are refinanced under or transferred to another Commonwealth Bank Business Unit as a result of a customer initiated request; (d) loans that are refinanced or switched to a different product type by another intermediary group or the nominee of another intermediary group (e) loans that are repaid; (f) loans that are refinanced by an external lender or party;

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Details

CBA may reduce the Upfront Commission rate where the New Money equals or exceeds \$3,000,000. Upfront commission for Construction Loans will be in the total approved amount which settle from the 24/11/2018. They will be excluded from the net of offset balance calculation.

Subsequent Drawdowns

- Upfront Calculation post SDD: 14th Calendar day
- SDD Minimum: \$20,000
- SDD effective date: 24th Nov 2018
- SDD Eligibility period: 12 Months after drawdown

-CBA may pay trail prior to paying upfront commission due to CIF changes. Upfront and Top-ups based on loan drawn down balance, net of any linked offset account and redraw facility on the 14th calendar day after the date drawdown.

-SDD payments commenced in January 2020

-SDD will be paid on subsequent utilisation of funds, on average, \$20,000 or more, In which is reviewed once a year on the twelve month anniversary of the loan for subsequent utilisation of funds from a linked offset facility (Everyday Offset (EDO), MISA or Redraw).

-Viridian Line Of Credit (VLOC) and Construction Loans are excluded.

Clawbacks

0 - 12 Months 100%

12 - 18 Months 50%

Note:

- If the home loan is partially repaid within 12 months of drawdown, resulting in the release of a mortgage over any residential propert/ies securing the banking product then a proportion of the upfront paid to you will be clawed back.
- CBA do not apply clawback for non-utilisation of funds net off from Upfront origination
- In calculating clawbacks for construction loans, the establishment date is deemed to be the settlement date
- Clawback will not apply where the customer experiences hardship, you provide assistance under the Repayment Alert Program and this leads us to refinance or restructure the loan.

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Last updated: 01/10/2021

UPFRONT		TRAIL	
0.65%		0.15%	

Upfront Notes

- The Upfront Commission is calculated on the drawn down Approved Loan amount net of the Offset Savings Account determined seven (7) days after settlement at the Upfront Commission Rate above.
- Upfront Commission will be paid monthly in arrears after the Settlement Date and Top Up Commission will be paid monthly in arrears 180 days after the Settlement Date.

Trail Notes

- Citibank will pay a Trailing Commission at the Trailing Commission Rate applicable to the Commission Scheme in the table above, calculated on the Principal Balance of the Approved Loan on the last day of each calendar month net of the Offset Savings Account balance
- If a customer is 30 days behind in a schedule repayment, trailing commission will cease until the loan is back in order. If a customer is 30 days behind in a scheduled repayment on a second occasion, trailing commission will cease entirely.

Details

Bridging Loans: Citibank will not pay you any Commission for a Bridging Loan that you may refer and submit to Citibank.

Variation: if an Approved Loan is Varied following an application for Variation made by the Customer which was referred and submitted by you, you will receive:

- (i) Upfront Commission calculated on the amount by which the drawn down amount has increased, net of the Offset Savings Account balance seven (7) days after the Settlement of the Variation; and (ii) Trailing Commission (if applicable) on the Approved Loan (net of the Offset Savings Account balance) for any remaining Trail Period for that Approved Loan.

If an application for Variation is referred and submitted otherwise than by you (for example by another Introducer or application is made directly by the Customer), you will not receive Upfront Commission on the variation nor any Trailing Commission (if applicable) on the Approved Loan for any remaining Trail Period for that Approved Loan.

Cessation of Commission Payment: (a) If the Customer is 30 or more days overdue in making payment of any amount, payment of Trailing Commission to you in relation to that Approved Loan will cease and may only be reinstated when the Customer's account has no payments or charges outstanding and is brought up-to-date and remains up-to-date for 30 days;

(b) If the Customer is 30 or more days overdue in making payment of any amount twice within a 6 month period, payment of Trailing Commission to you in relation to that Approved Loan ceases entirely;

Clawbacks

0 – 12 Months 100% Upfront
12 – 18 Months 50% Upfront



CREDIT UNION SA RESIDENTIAL

Last updated: 25/05/2022

UPFRONT		TRAIL	
Home Loans	0.66%	Month of funding	0.00%
		Year 1 & 2	0.165%
		Year 3 onwards	0.22%
Personal Loans	1.75% Minimum (\$330)	Nil	

Upfront Notes

- Personal Loans will receive the higher of \$330 or 1.75% of the amount of Credit actually advanced
- Construction loans will receive full upfront on the contracted amount, however, Credit Union SA will review the loan in 12 Months to retrieve any commission paid on any unused portion.

Subsequent Drawdowns

Effective date of change: 1st May 2019

Upfront Calculation post SDD: Measured on the last day of the calendar month in which any part of the approved amount of Credit was first advanced to the borrower.

SDD Minimum: None Applicable

SDD effective date: Last day of the calendar month

SDD Eligibility period: 12 Months

Clawbacks

0 – 6 Months 100% Upfront

6 – 12 Months 75% Upfront

In the above context, repayment includes switching to another Product.

The portion of up-front commission paid on a Loan used for bridging purposes that relates to any amount exceeding the amount actually owing at the end of the bridging period.

Details

Credit Union SA is available to SA only

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Firefighters
Mutual Bank

FIREFIGHTERS MUTUAL BANK RESIDENTIAL

Last updated: 27/10/2021

UPFRONT		TRAIL	
0.66%		0.22%	

Upfront Notes

- Upfront will be calculated and paid based on the outstanding balance of the loan, less any offset amount calculated on the last day of the calendar month
- For construction loans – Upfront commission will be paid on the total loan amount approved, however, there will be a claw back on the unused portion – after the initial first 12 months
- No initial upfront commission is payable to any loan where the contracted amount of credit is less than \$50,000
- Teachers Mutual Bank Limited will calculate a deferred payment at the initial 12 month anniversary of the original upfront commission. This will be calculated at the agreed percentage of the difference between the initial balance and the outstanding balance of the loan, less any offset. In the case of deferred commission, no upfront is payable where the anniversary balance does not exceed the initial balance by more than \$20,000. Deferred commission commenced in April 2020.

Trail Notes & Subsequent Drawdowns

- Trail will be calculated and paid based on the outstanding balance of the loan, less any offset amount calculated on the last day of the calendar month
- Subsequent Drawdowns (SDD):**
- Effective date of change: 1st Jan 2019
- Upfront Calculation post SDD: Last day of the month
- SDD Minimum: \$20,000
- SDD effective date: 12 months after settlement
- SDD Eligibility period: 12 months after settlement

Clawbacks

- 0 – 12 Months 100% Upfront
 - 12 – 18 Months 50% Upfront
- Construction loans will have upfront commission of an unused portion clawed back after 12 months

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**FIRSTMAC
RESIDENTIAL**

Last updated: 08/2021

UPFRONT	TRAIL
0.66%	0.165%

Upfront Notes

New upfront commission calculations

The new upfront commission payment calculations are as follows:

All calculations are on an Application ID basis

A = Upfront Commission Payable

B = Net Balance on which commission is payable in the current month

C = Upfront Commission %

D = Calculation Start Date = Settlement Date + 5 days

Balance = Drawn Balance less linked Offset Account

Current = Month End Date immediately after (Settlement + 12 months)

Calculation #1: Net Balance on which commission is payable in the current month

$B = \text{MAX} [(\text{Current Max}(\text{Balance}) \text{ less } D (\text{Balance})), 0]$

Where:

Current Max(Balance) = the highest 'Balance' from 'D' until 'Current'

D (Balance) = Balance at Settlement Date + 5 Days

Calculation #2: Commission Payable


$A = B \times C$

Provided that App Id is less than 12 months old.

Provided that $A \geq \$100$.

Provided that the App ID is < 30 days in arrears

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	FIRSTMAC RESIDENTIAL
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Subsequent Drawdowns
<p>Effective date of change: 1st Feb 2019</p> <p>Upfront Calculation post SDD: 5th Calendar day</p> <p>SDD Minimum: Amount payable must be at least \$100*</p> <p>SDD effective date: 12 Months after drawdown</p> <p>SDD Eligibility period: within 12 Months of drawdown</p> <p>*Subsequent drawings after the first 12 months, where the net loan balance is greater than at time of settlement, and the minimum amount payable is greater or equal to \$100. The further upfront payment will be made in month 13 and cannot exceed the amount as if the loan was fully drawn at settlement.</p>

Clawbacks
<p>Period – 0 months < 12 months 100%</p> <p>Period - 13 months < 18 months 50%</p>

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UPFRONT		TRAIL	
0.66%		0.22%	

Upfront Notes

- Upfront is paid on all initial and additional advances
- For increases on loans, upfront is paid at the current rate
- Upfront is paid on the loan amount net of offset and redraw for each settled loan calculated at the date of commission payment
- Construction loans will receive full upfront on settlement calculated in the week following settlement

Trail Notes

- For increases, trail is paid at the current rate on the full loan balance as at the end of each month.
- Commission calculation = $A \times B \times C$
 Where $A = 0.22\%$
 $B =$ The average of the aggregate principal balance of the loan during each collection period
 $C =$ The number of days in the collection period divided by 365 days

Subsequent Drawdowns

Effective date of change: TBA
 Upfront Calculation post SDD: TBA
 SDD Minimum: TBA
 SDD effective date: TBA
 SDD Eligibility period: TBA

Clawbacks

0 – 6 Months 100% Upfront
 7 – 12 Months 50% Upfront
 Last Updated: October 2021

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GO Flexi RESIDENTIAL

Last updated: 10/2021

UPFRONT		TRAIL	
Prime	0.803%	Prime	0.165%
Non-conforming Home loan	0.66%	Non-conforming Home loan	0.22%

Upfront Notes

- Upfront percentage paid on the initial principal amount of each settled loan
- For increases in loans, upfront is paid at the current rate
- Construction loans will receive full upfront on settlement

Trail Notes

- Trail paid on the outstanding balance of each settled loan as at the last day of each calendar month and payable on the 15th day of the following calendar month (or the next business day after the 15th of the month if the 15th is not a business day in Sydney).
- Trail is paid on the full loan balance as at each month end (inclusive of subsequent loan increases)


Subsequent Drawdowns

Effective date of change: 1st Jan 2019
 Upfront Calculation post SDD: Monday in the week following settlement
 SDD Minimum: TBA
 SDD effective date: TBA
 SDD Eligibility period: TBA
 Pepper Money will pay upfront commissions net of offset and redraw

Clawbacks

Prime
 0 – 12 Months 100% Upfront
 13 – 18 Months 50% Upfront
Non-Conforming
 0 – 6 Months 100% Upfront
 7 – 12 Months 50% Upfront
 Last updated: October 2021

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	Granite Home Loans RESIDENTIAL
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Last updated: 22/11/2022

UPFRONT	TRAIL
One off payment of 0.66% of the amount of the loan actually drawn down at settlement plus GST.	0.15% p.a. of the amount of the loan actually drawn down from time to time plus GST

Clawback

If the principal amount outstanding under a Loan is repaid in full within the periods specified in the table below, you must repay a sum equal to the corresponding percentage of the Upfront Commission paid by us for the Loan which is specified in the table below:

Period following settlement	Percentage of Upfront Commission to repay
0 to 12 months	100%
13 to 18 months	75%
19 to 24 months	25%

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 <p>Health Professionals Bank</p>	<p>HEALTH PROFESSIONALS BANK RESIDENTIAL</p>
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Last updated: 27/10/2021

UPFRONT		TRAIL	
0.66%		0.22%	

Upfront Notes

- Upfront will be calculated and paid based on the outstanding balance of the loan, less any offset amount calculated on the last day of the calendar month
- For construction loans – Upfront commission will be paid on the total loan amount approved, however, there will be a claw back on the unused portion – after the initial first 12 months
- No initial upfront commission is payable to any loan where the contracted amount of credit is less than \$50,000
- Teachers Mutual Bank Limited will calculate a deferred payment at the initial 12 month anniversary of the original upfront commission. This will be calculated at the agreed percentage of the difference between the initial balance and the outstanding balance of the loan, less any offset. In the case of deferred commission, no upfront is payable where the anniversary balance does not exceed the initial balance by more than \$20,000. Deferred commission commenced in April 2020.

Trail Notes & Subsequent Drawdowns

- Trail will be calculated and paid based on the outstanding balance of the loan, less any offset amount calculated on the last day of the calendar month
- Subsequent Drawdowns (SDD):**
- Effective date of change: 1st Jan 2019
- Upfront Calculation post SDD: Last day of the month
- SDD Minimum: \$20,000
- SDD effective date: 12 months after settlement
- SDD Eligibility period: 12 months after settlement

Clawbacks

- 0 – 12 Months 100% Upfront
 - 12 – 18 Months 50% Upfront
- Construction loans will have upfront commission of an unused portion clawed back after 12 months

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<h1 style="margin: 0;">HEARTLAND</h1> <h2 style="margin: 0;">REVERSE MORTGAGES</h2>	<h1 style="margin: 0;">HEARTLAND SENIORS FINANCE</h1> <h2 style="margin: 0;">RESIDENTIAL</h2>
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Last updated: 10/2021

UPFRONT		TRAIL	
<u>Standard reverse Mortgage & Secondary Property Loan</u>			
Option 1	0.88% on drawn portion	0.22%	
Option 2	1.00%	No trail	
<u>Aged Care Loan</u>			
Option 2	1.00%	No trail	

Upfront Notes

- For standard reverse mortgage product & secondary property loan product, Brokers can choose between option 1 or 2 but not both.
- For Agreed Care Option Product, there is only one option

Trail Notes

No trail applicable for option 2

Subsequent Drawdowns

Standard reverse Mortgage *Secondary Property Loan – 0.88% p.a commission paid on each draw pot settlement
 Aged care option – 1.00% per draw

Clawbacks

100% clawback applicable for any loans discharged within the first 12 months, other than those occurring due to death.

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	HERITAGE BANK RESIDENTIAL
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Last updated: 12/2021

UPFRONT		TRAIL	
0.715%		Year's 1 & 2	0.165%
		Year 3	0.22%
		Year 4 onwards	0.275%

Upfront Notes

Upfront for LOC (line of credit) is calculated based on a percentage of the loan amount, once the initial drawdown has been completed.

Trail Notes

Payable one month in arrears for the life of the loan

Subsequent Drawdowns

Effective date of change: 1st Mar 2019

Upfront Calculation post SDD: 5th calendar day

SDD Minimum: NA

SDD effective date: NA

SDD Eligibility period: NA

Subsequent drawdowns will be considered by Heritage on a case by case basis.

Upfront commissions will be calculated based on the loan amount, net of the linked offset account balance at settlement plus 5 calendar days.


Commission payments will be made to aggregators prior to the 10th business day of the month.

Clawbacks

0 – 12 Months 100% Upfront

13 – 18 Months 50% Upfront

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	HOMESTART RESIDENTIAL
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Last updated: 10/2021

UPFRONT	TRAIL
0.55%	0.165%

Upfront Notes
No further notes

Trail Notes
No further notes

Subsequent Drawdowns
<p>Effective date of change: N/A</p> <p>Upfront Calculation post SDD: N/A</p> <p>SDD Minimum: N/A</p> <p>SDD effective date N/A</p> <p>SDD Eligibility period: N/A</p> <p>Homestart do not offer offset accounts</p>

Clawbacks
<p>0 – 12 Months 100% Upfront</p> <p>13 – 24 Months 50% Upfront</p>

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	ING RESIDENTIAL
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Last updated: 09/2021

UPFRONT	TRAIL	
0.5775% - 0.7975%	Year 1-3	0.165%
	Year 4 onwards	0.22%

Upfront Notes

0.7975% to/or <60% LVR, 0.6875% >60% to/or <80% LVR, 0.5775% >80% LVR

-Calculated on the day that is 5 days after settlement, where settlement is day 1

-Loan Increases – Flat 0.715%

-Upfront commissions paid on increases of \$10k+ for new funds only

Trail Notes

Residential: payable one month in arrears for the life of the loan, unless otherwise stated.

Trail: 0.165% Years 1, 2 and 3 0.22 % Year 4 onwards

Details

- For applications that contain an Orange Advantage split, when completing the new application form, the Orange Everyday Bank Account section must be completed. Ensure the customer’s mobile and email address are provided (ING will need this to open the Orange Everyday) and remind your customers that they will receive a phone call shortly after their home loan application has been formally approved. A minimum of \$1 in deposits must be made to the Orange Everyday from an external account (this includes salary credits) between Orange Everyday account opening and 30 days from approval.
- Commission only payable on residential loans up to \$2m
- Does not offer construction loans currently (previously – full approved amount on drawdown)

Subsequent Drawdowns

Effective date of change: 1st July 2019 – applicable to settlements from 1 January 2019

Upfront Calculation post SDD: 5th Calendar Day of each Month

SDD Minimum: \$10,000

SDD effective date: Loans settling from 1st January 2019

SDD Eligibility period: Calculated on the loan balance that is 185 days after settlement, where settlement is day 1.

Initial upfront commission payment to be calculated based on residential loan balance net of any offset balance 5 calendar days following settlement.

Clawbacks

0 - 12mths - 100%

13mths - 18mths - 50%

ING reserves the right to Clawback Upfront commission on loans that enter 60 days arrears within 6 months of settlement.

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Keystart.

KEYSTART RESIDENTIAL

Last updated: 20/10/2021

UPFRONT	TRAIL
0.55%	0.11%

Upfront Notes

Paid monthly upon settlement

Trail Notes

Trail is not payable for loans that are:

- In arrears for a consecutive period of three (3) months or more;
- Where Keystart enters into a variation through its Hardship Scheme
- Where the loan is discharged;
- Keystart becomes the mortgagee-in-possession of the property;

Subsequent Drawdowns

Effective date of change: N/A

Upfront Calculation post SDD: N/A

SDD Minimum: N/A

SDD effective date: N/A

SDD Eligibility period: N/A


Keystart have advised that they do not have any products that would require change in subsequent drawdown policy. Upfront commission is paid on all loans at full drawdown or in the case of constructions at first drawdown.

Clawbacks

100% of the Origination Fee (plus any GST) must be refunded to Keystart where:

- The loan is discharged within twelve (12) months of the settlement date or in the case of a construction loan, within twelve (12) months of the first drawdown for the loan;
- Where Keystart have taken possession of the property as mortgagee-in-possession within twelve (12) months of the settlement date or in the case of a construction loan, within twelve (12) months of the first drawdown for the loan;
- If the loan is in arrears for three (3) consecutive months or more during the first twelve (12) months of the settlement date or in the case of a construction loan, within twelve (12) months of the first drawdown for the loan;
- Where Keystart enters into a variation through its Hardship Scheme during the first twelve (12) months of the settlement date or in the case of a construction loan, within twelve (12) months of the first drawdown for the loan.

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	<p style="text-align: right;">LA TROBE FINANCIAL RESIDENTIAL</p>
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Last updated: 08/2021

UPFRONT	TRAIL
0.55%	0.275%

Upfront Notes
No further notes

Trail Notes
No further notes

Subsequent Drawdowns
<p>Effective date of change: No Change</p> <p>Upfront Calculation post SDD: No Change</p> <p>SDD Minimum: No Change</p> <p>SDD effective date: No Change</p> <p>SDD Eligibility period: No Change</p> <p>Offset accounts not offered</p>

Clawbacks
Nil Clawbacks

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**LIBERTY
RESIDENTIAL**

Last updated: 08/2021

UPFRONT		TRAIL
AAA		
< 80% LVR	0.77%	0.22%
> 80% LVR	0.66%	0.22%
Non - AAA	1.10%	0.22%
Private	1.10%	0.55%

Upfront Notes

- Upfront commission is calculated on the fifth day after settlement by applying the percentage set out under this Schedule to the principal balance owing (net of any offset balance) on the Settled Loan
- Upfronts will be calculated 5 business days after settlement by multiplying upfront commission percentage by the loan balance net of any offset. This applies to all residential loans settled from 1st January 2019
- Liberty Do not currently offer construction loans

Trail Notes

No further notes

Subsequent Drawdowns

Effective date of change: 1st Jan 2019

Upfront Calculation post SDD: 5th business day

SDD Minimum: N/A

SDD effective date: N/A

SDD Eligibility period: N/A

Clawbacks

0 – 6 Months	100%
7 – 12 Months	75%
13 – 18 Months	50%
19 – 24 Months	25%

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MACQUARIE RESIDENTIAL

Last updated: 08/2021

UPFRONT	TRAIL
0.715%	0.165%

Upfront Notes

- If a Principal increase/variation occurs within the first year \$385 will be paid as an upfront otherwise 0.715% will be applicable based upon the full Principal Increase amount. Minimum increase of \$25,000 and original loan must have settled for a minimum of 6 months before the increase is considered.
- Commission on construction loans are calculated based on the full approved amount rather than the net offset loan balance

Trail Notes

- Trail commission is calculated based on the total average loan balance (net of offset) of the month and where the facility has a balance of at least \$10,000 as at the end of the month.
- Loans more than 60 days in arrears as at month end will not accrue trail for that month (however loans on payment pause due to COVID-19 will continue to pay trail)

Subsequent Drawdowns

Construction loan payment is based upon the entire approved amount of the loan

Effective date of change: 1st December 2018

Upfront Calculation post SDD: 9th calendar day of the month following settlement

SDD Minimum: \$50,000 (Greater than or equal to)

SDD effective date: 12 Months after Drawdown

SDD Eligibility period: Within 12 Months of Drawdown

Clawbacks

0-12 Months – 100%

12-18 Months – 50%

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**ME BANK
RESIDENTIAL**

Last updated: 08/2021

UPFRONT	TRAIL
0.65%	0.15%

Upfront Notes

Initial Upfront Commission:

An Upfront Commission is payable calculated based on the "Initial Commission Balance" of:

1. the settled Loan amount, less
2. any available credit balance that is held by the Customer in a linked offset and/or redraw account calculated 3 days from the loan settlement date,

(the "Upfront Commission").

Upfront Commission will be paid within 13 business days after the end of the calendar month during which the Loan was settled and is payable only on:

- new Loans;
- principal increases to existing loans ("Top Ups") in accordance with point 1 of this Schedule.

For the avoidance of doubt, commission is not payable on internal refinances of an existing Loan nor any variation to an existing Loan (i.e. when a Loan is transferred to a new security property or there is a change of product type).

Interim Upfront Commission:

A further commission is payable based on the amount that the Interim Commission Balance exceeds the Initial Commission Balance (if at all).

The "Interim Commission Balance" is the maximum amount of:

1. the settled Loan amount, less
2. any available credit balance that is held by the Customer in a linked offset and/or redraw account calculated 6 months from the loan settlement date,

(the "Interim Commission").

Interim Commission is only payable if the Interim Commission Balance exceeds the Initial Commission Balance by \$10,000 or more.

The Interim Commission will be paid within 13 business days from the end of the calendar month six months from the date the loan was settled.

Interim Commission is not payable on Top Ups.

Final Upfront Commission:

A further commission is payable based on the amount that the Final Commission Balance exceeds the Initial Commission Balance or the Interim Commission Balance (if at all). The "Final Commission Balance" is the maximum amount of

1. the settled Loan amount, less
2. any available credit balance that is held by the Customer in a linked offset and/or redraw on the one year anniversary of the loan settlement date. (the "Final Commission").

Final Commission is only payable if the Final Commission Balance has increased from the Initial Commission Balance and/or the Interim Commission Balance (whichever was the greater) by an amount of \$10,000 or more.

The Final Commission will be paid within 13 business days from the date the Final Commission is able to be calculated.

Final Commission is not payable on Top Ups.

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**ME BANK
RESIDENTIAL**

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UPFRONT COMMISSION REVIEW

If we have paid you an amount that would cause us to breach the drawdown cap as set out in the NCCP Act (“**Drawdown Cap**”) we will clawback from you the amount of the overpayment within 3 months from the one year anniversary of the Loan settlement date.

We are under no obligation to pay you any additional amount if the Upfront Commission paid to you during the first 12 months of any Loan is below the Drawdown Cap.

We may set off any amount paid to you in excess of the Drawdown Cap from any other amount payable to you by us, or require payment on demand.

Trail Notes

Trail commission will not be paid in respect of Loans:

- Which are in arrears by 60 days or more
- Which are in excess of their credit limit
- While scheduled repayments are not being made For the default period, even once the default is rectified, however commission will commence to accrue again once that default no longer applies.

Details

- ME Bank will pay commission up to 13 Business Days after month end.
- ME Bank may also pay trail prior to paying upfront commission due to CIF changes.

Flexible Home Loan funded by ME with or without Member Package

* Customer may have an EveryDay Transaction Account linked to their loan as an offset account. If so, commission is calculated each month on the outstanding daily loan balance less the daily balance of available funds in the EveryDay Transaction Account.

Ultimate Offset Account funded by ME Bank (now discontinued – top ups are allowed on existing loans)

* with or without Member Package * Commission is calculated each month on the outstanding daily loan balance less the daily balance of available funds in the Customer’s Ultimate Offset Transaction Facility

Top Ups to Loans

- (A)** if the Top Up is approved and made available to the Customer within 365 days of the initial settled Loan:
 - (i) Upfront Commission being a flat fee of \$800 will be paid on the Top Up amount (but only if the Top Up amount is \$50,000 or more)
 - (ii) Trail commission will be paid on the outstanding Loan Balance (irrespective of the Top up amount)
- (B)** if the Top Up is approved and made available to the Customer after 365 days of the initial settled Loan:
 - (i) Upfront commission will be paid on the Top Up amount (but only if the Top Up amount is \$50,000 or more);
 - (ii) trail commission will be paid on the outstanding Loan balance (irrespective of the Top Up amount),



**ME BANK
RESIDENTIAL**

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Other Provisions Regarding Commission

Top Ups to Loans

(a) if the Top Up is approved and made available to the Customer within 365 days of the initial settled Loan:

(i) Upfront Commission being a flat fee of \$800 will be paid on the Top Up amount (but only if the Top Up amount is \$50,000 or more)

If you or your Representative submit an application for a Top Up on a Loan, then:

(i) trail commission will be paid on the outstanding Loan balance (irrespective of the Top Up amount),

(b) if the Top Up is approved and made available to the Customer after 365 days of the initial settled Loan:

(i) Upfront commission will be paid on the Top Up amount (but only if the Top Up amount is \$50,000 or more);

(ii) trail commission will be paid on the outstanding Loan balance (irrespective of the Top Up amount), at the rates specified in the table above.

Commission statement

(a) We will provide you with a statement each month showing: (i) the Upfront commission, Interim Commission, Final Commission and Trail Commission payable that month;

(ii) any adjustments to commission;

(iii) Loans that are discharged during the month.

(b) You must check each commission statement carefully and notify us promptly of any discrepancy, error or omission.

(c) If you do not make a claim with respect to a commission statement within six months of receipt of the statement, you are deemed to have accepted that the commission statement is accurate and is prohibited from making a claim against us for any discrepancy, error or omission contained in the commission statement.

3. No Trail Commission if unable to locate

If, for at least six months, we have been unable to locate you to arrange payment to you of any commission, we may cease paying commission including any accrued but unpaid commission.

4. No Trail Commission after change of Representative

If a mortgage broker or originator who is not you or one of your Representatives introduces a variation or principal increase to a Loan, all trail commission for that Loan will cease to be paid to you.

5. Commission while you are in default

We may suspend payment of commission if at any time you are in breach of this Agreement or a remediable Event of Default has not been remedied.

Commission will recommence once you have rectified the breach or default to our satisfaction but you may still not be paid for the breach period.

6. Paying out Trail Commission

We may at any time discharge our liability to make any further payments to you in respect of trail commission by paying to you the net present value of that commission calculated reasonably by us.

7. Solely responsible for third parties

You are solely responsible for the remuneration of all your Representatives.

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**ME BANK
RESIDENTIAL**

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Clawbacks

0-12 Months – 100% of Upfront

13-18 Months – 50% of Upfront

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MORTGAGE MART RESIDENTIAL

Last updated: 09/2021

UPFRONT		TRAIL
Optimiser – Variable	0.66%	0.165%
Optimiser – Fixed	0.66%	0.11%
Optimiser 95%	0.66%	0.11%
Ultra	0.66%	0.165%
SMSF Standard	0.66%	0.22%

Details

- Optimiser Variable/Fixed – Brokers can add to trail commissions by up to 0.5% Note: adding additional trail will influence the rate by reflecting the amount of trail you add, point for point increase.
- As a Mortgage Manager payment of trail is dependent upon continued payment of trail by the original funder
- No Clawbacks on conforming products – various Clawbacks will apply on non-conforming products

Subsequent Drawdowns

Upfront commission structure calculation based by funding lenders. For commission calculations refer to specific lender.

Clawbacks

All Standard MMA & Optimiser Products Full Doc, Lo Doc & Fixed:

0-12 Months 100% of Upfront Commission paid will be refundable by the introducer

13-18 Months 70% of Upfront Commission paid will be refundable by the introducer

19-24 Months 50% of Upfront Commission paid will be refundable by the introducer

25-36 Months 25% of Upfront Commission paid will be refundable by the introducer

Solutions Plus:

100% of Total Upfront commission paid to Broker to be repaid if loan discharges within the first 12 Months and 65% of Total Upfront commission paid to Broker to be repaid if loan discharges within months 13 – 18.

Ultra, Ultra SMSF & Portfolio Plus:

0-12 Months 100%, 13-24 Months 75%, +24 Months Nil.

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MYSTATE RESIDENTIAL

Last updated: 09/2021

UPFRONT	TRAIL
0.715%	0.187%

Upfront Notes

For a line of credit, the upfront is paid on the loan amount approved.

Trail Notes

Paid on the outstanding monthly balance at the end of each month.

Details

- No trail is payable for loans 60 days or more in arrears
- Line of credit (LOC) commission payments are based on the net balance outstanding, after allowing for offset balances (funds not drawn down on the LOC).
- Bridging loans will be paid trail commission only
- Construction loans will receive full upfront upon settlement

Subsequent Drawdowns

Effective date of change: 1st Jan 2019

Upfront Calculation post SDD: 10th of the month

SDD Minimum: \$20,000

SDD effective date: 11th calendar day following the initial drawdown date

SDD Eligibility period: Within 12 months of the initial drawdown date

MyState will pay upfront commissions on subsequent drawdowns of \$20k or more (in a single transaction) which occurs within 12 months of the initial drawdown date up to the original approved amount.

This calculation will be based on the drawn down balance (utilisation) on the 10th calendar day of the month.

For subsequent drawdowns - If a customer retains funds to be used at a later date, MyState will pay upfront commission on the subsequent drawdown amount (i.e. on loan funds used after the initial drawdown), provided the initial settlement occurs after Tuesday 1st January 2019 and the subsequent drawdown:

- Occurs on or after the 11th calendar following the initial draw date; and
- Occurs within 12 months of the initial drawdown date; and
- Is for an amount equal to, or greater than \$20,000, up to the maximum loan split limit. Commissions will be paid monthly by the 21st day of the next calendar month.

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 MyStateBank**MYSTATE
RESIDENTIAL**

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Clawbacks

0 – 12 Months 100% Upfront

13 – 18 Months 50% Upfront

In calculating clawbacks for construction loans, the establishment date is deemed to be the date of first drawdown

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**NAB
RESIDENTIAL**

Last updated: 01/2022

UPFRONT	TRAIL	
0.715%	Year 1	0.165%
	Year 2	0.165%
	Year 3	0.22%
	Year 4	0.275%
	Year 5	0.33%
	Year 6	0.385% - With Current stepped trail rate for Year 6 - 0.33%

Upfront Notes

New Loan: Upfront commission is calculated based on drawn loan balance on the 5th calendar day after the date of drawdown, and net of any linked offset account

Variation Upfront commission is calculated based on net debit increase on the 5th calendar day after the loan is drawn down, net of any linked offset account

The Net Debt Increase is established by calculating the difference between:

-Loan account balance minus offset credit on the day before the date of drawdown; and

-Loan account balance minus offset credit on the 5th calendar day following the date of drawdown.

- For a variation to a Term Loan (which is an existing NAB Home Lending product) or line of credit facility, no Upfront commission will be payable at all if the Net Lending Increase of a Variation is less than \$20,000 for such loans which were originated by a NAB limited employee.

- Upfront commission payable on the Line of Credit (LOC) facility to be reduced to 75% of the approved limit. (LOC approved limit x 75%).

- One-off upfront commissions payment of \$350 for certain variations to existing borrower scenarios where settlement is less than \$50k.

- An increase in existing loan limits generates an upfront commission at the above rate or a variation fee of \$350, whichever is greater.

- Construction loan payment – First drawdown (Full loan amount. Please note: this applies to automatic payment uploads, when a banker submits payment manually they may only submit for each drawdown)

Trail Notes

- Payable one month in arrears for the life of the loan.

***Step Trail Commission For customers with a start date 1 Oct 2014 onwards:**

Year 1 0.165% Year 2 0.165% Year 3 0.22% Year 4 0.275% Year 5 onwards 0.33%

For customers with a start date between 1 Aug 2008 and 30 Sep 2014 inclusive:

Year 1 0.00% Year 2 0.165% Year 3 0.22% Year 4 0.275% Year 5 0.33% Year 6 onwards 0.385%

For customers with a start date between 1 Jul 2007 and 31 Jul 2008 inclusive:

Year 1 0.275% Year 2 0.275% Year 3 0.275% Year 4 0.33% Year 5 onwards 0.385%

For customers with a start date prior to 1 Jul 2007: 0.275%

*Based on life of customer, not loan

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Subsequent Drawdowns

Effective date of change: 12th November 2018

Upfront Calculation post SDD: 5th calendar day after settlement

SDD Minimum: \$20,000

SDD effective date: 12th November 2018

SDD Eligibility period: Within 12 months of drawdown

SDD payments will commence from March 2019 but back dated to 12th Nov 2018 for drawdowns \$20k or greater up to the maximum loan amount within 12 months of drawdown.

Conflicted remuneration – changes to subsequent drawdowns

Effective Date of Change – 1st January 2021

Commission payment calculations for subsequent drawdowns are based on the loan balance movement from start to end over the first 12 months. This means that the timing of subsequent drawdown payments will change to follow this 12-month review.

Subsequent drawdown payments for these loans will not be paid until the end of the 12 month review.


As part of Subsequent Drawdown changes, NAB is also removing the flat \$350 variation fee in the NAB Broker channel.

Clawbacks

0 - 12 Months	100%
13 – 24 Months	50%

- You must not require any borrower to pay you the amount of any upfront commission repayable by you to nab for any reason
- To the extent permitted by law, nab may require payment of any commission paid to you to the extent that it breaches drawdown cap rules (as described in the NCCP) or is otherwise conflicted remuneration under the NCCP
- In calculating clawbacks for construction loans, the establishment date is deemed to be the date of final drawdown

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	Newcastle Permanent RESIDENTIAL
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UPFRONT	TRAIL
0.605%	0.198%

Upfront Notes

Paid on the Net Loan Balance - This is calculated based on the balance of the loan 7 days after the end of the month of settlement, minus funds held in any linked offset account.

Applied to Fixed Rate Home Loan, Premium Plus Package (Variable rate loan), Premium Plus Package (Credit Facility), Real Deal Home Loan, Introductory Rate Home Loan, Premium Variable Home Loan, Real Options Home Loan and Real Equity Credit Facility.

Subsequent Drawdowns

A second calculation of upfront commission will be made 6 months after settlement and an additional payment will be made if the net loan balance has increased by more than \$10,000

Clawbacks

0-12Months: 100%
12-18 Months: 50%

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Last updated: 10/2021

UPFRONT		TRAIL	
LVR <80%	0.715%	1st Year	0.11%
LVR 80-95%	0.55%	2nd Year	0.165%
LVR >95%	Nil	3rd Year onwards	0.22%

Upfront Notes

Upfront is paid in respect of each Approved Loan that proceeds to Loan Completion where the loan amount is at least \$50,000 (Qualifying Loan). For each Qualifying Loan Upfront Commission is calculated by multiplying the Upfront Commission Rate with the funded loan amount (calculated on net utilisation of the new facility) as at the date which is a month after the date on which the Loan contract was entered into (Upfront Commission Assessment Date).

Trail Notes

Trailer Commission is paid in respect of each Qualifying Loan. Trailer Commission is calculated by multiplying the Trailer Commission Rate with the outstanding loan balance, minus any consolidated offset, calculated at the end of each month, and will be paid during the following month.

Details

- If there is a dispute around any amount of Commission received a query must be raised with P&N Bank within 12 months of payment of the Commission.
- For each Approved Loan that is a bridging loan, an Upfront Commission payment of \$300 applies.
- P&N Bank available for WA only

Subsequent Drawdowns

Effective date of change: 1st July 2020

Upfront Calculation post SDD: 1 Month following settlement

SDD Minimum: \$5,000

SDD effective date: 1st July 2020

SDD Eligibility period: 365 days after drawdown

Top Up Commission is paid in respect of each Qualifying Loan (excluding a bridging loan). Top Up Commission (SDD) will be calculated based on the funded loan amount as at the Upfront Commission Assessment Date; and the funded loan amount as at the date that is 365 days after the first day on which an amount of credit is drawn down by the borrower under the credit contract.

Clawbacks

0 – 12 Months 100% Upfront

12 – 24 Months 50% Upfront

*only relevant for files that drew down post July 2020

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People's Choice Credit Union RESIDENTIAL

Last updated: 22/11/2022

UPFRONT	TRAIL (p.a.)
Mortgage secured home loans and investment loans (excluding HomeBuild AccessLoans) 0.715% (Inclusive of GST)	For Mortgage secured home loans and investment loans (excluding HomeBuild Access Loans) First 12 Months: 0.165% p.a. Over 12 Months: 0.275%p.a.
HomeBuild Access Loans (excluding the portion funded by the NT Government) 0.45%	HomeBuild Access Loans (excluding the portion funded by the NT Government) First 12 Months: 0.165% p.a. Over 12 Months: 0.275%p.a.

Upfront

Calculated on the amount of credit funded, net of any funds held in any linked offset account.

Calculated on the 'Preliminary Assessment Date' which is the 15th day of the month following settlement.

Trail Notes

Calculated on the outstanding balance of the Introduced Loan at the end of the last day of the relevant month.

Subsequent Drawdowns

Another calculation is completed on the 'Actual Settlement Date' which is 6 months after the 'Preliminary Assessment Date'. Based on this, if:

- a) An overpayment has occurred then the balance will be clawed back from you
- b) An underpayment has occurred then the balance will be paid to you.

Clawbacks

0-12 Months: 100%

12 Months & 1 day – 24 Months: 50%

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PEPPER MONEY RESIDENTIAL

Last updated: 25/05/2022

UPFRONT		TRAIL		
Prime	0.715%	Prime	Year 1-2 0.165%	Year 3 onwards 0.198%
Non-conforming Home Loan	0.715%	Non-conforming Home Loan	0.165%	0.198%

Upfront Notes

- Initial Upfronts are paid on Settlement Amount Nett of Offsets and Redraws, in the week following settlement. System automatically calculates the upfront on the Monday following settlement. Subsequent upfronts, are paid monthly based on the usage. System is automated and does a monthly look back for subsequent use of funds by the customer on the 1st of every month. Subsequent upfront is then paid in the first week of each month, on a monthly basis up until 12 month anniversary of the loan.
- For increases in loans, upfront is paid at the current rate
- Construction loans will receive full upfront on settlement

Trail Notes

- Trail paid on the outstanding balance of each settled loan as at the last day of each calendar month and payable on the 15th day of the following calendar month (or the next business day after the 15th of the month if the 15th is not a business day in Sydney).
- Trail is paid on the full loan balance as at each month end (inclusive of subsequent loan increases)

Subsequent Drawdowns

Effective date of change: 1st Jan 2019

Upfront Calculation post SDD: Monday in the week following settlement

SDD effective date: TBA | SDD Eligibility period: TBA | SDD Minimum: TBA

Pepper Money will pay upfront commissions net of offset and redraw

Clawbacks

Prime

0 – 12 Months 100% Upfront


13 – 18 Months 50% Upfront

Non-Conforming

0 – 6 Months 100% Upfront

7 – 12 Months 50% Upfront

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 Powered by ADVANTEDGE	PLANLEND RESIDENTIAL
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Last updated: 12/2021

UPFRONT		TRAIL	
0.77%		0.165%	
*Upfront not paid on top ups under \$20,000			

Notes

(*Top up Min \$20k however will be considered on a case by case basis -See your BDM for these kinds of queries.)

Subsequent Drawdowns

Effective date of change: January 1st 2021

What is changing? There will be changes to the way Advantedge calculate upfront commissions on subsequent drawdowns (SDD) for residential loans settled after 1 January 2021.

This will align the process and payments to the drawdown cap requirements under the NCCP Act. Commission payment calculations for SDD will be based on the loan balance movement from start to end of over the first 12 months. This means that the timing of SDD payments will change to follow this 12-month review.

When does this apply? The changes to calculations of upfront commissions on subsequent drawdowns (SDD) go into effect for all loans settled from 1 January 2021 onwards.

Does this change impact upfront commissions? There are no changes to how Advantedge will pay initial upfront commissions. Drawdowns in the first 5 days of loan settlement will continue to be used to calculate upfront commissions.

What kind of loans are impacted by the new SDD calculation? Only residential loans.

How will SDD be calculated? For residential loans settled after 1 January 2021, Subsequent Drawdown will be captured in a Net Debit Balance calculation at Day 365 and paying the difference in Net Debit Balance between Initial Upfront calculation at Day 5 and Day 365.

When will commissions get paid on SDD? Commissions will be paid after the 12-month review period.

Are there any exclusions? Excludes Variations, and, minimum subsequent drawdown amount must be equal to or greater than \$20,000 to attract subsequent drawdown commission payment.

Clawbacks

0 - 12 Months 100%
 13 – 24 Months 50%

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Last updated: 10/2021

UPFRONT	TRAIL
0.77% SE Prime, Reward, Recharge & Refresh	0.165% SE Prime, Reward, Recharge & Refresh

Upfront Notes

Calculated on the original loan drawdown amount less any Advance Payments as assessed a few days prior to payment of the upfront commission.

Trail Notes

Calculated on the outstanding balance at the end of the month, exclusive of fees. Paid monthly.

Subsequent Drawdowns

Effective date of change:

SDD Upfront Calculation periods: 6 & 12 Months

SDD Minimum: \$20,000

SDD effective date:

SDD Eligibility period:

Secondary Upfront Commission – (where there has been a subsequent Loan drawdown of a previously non drawn amount up to the value of the current Loan Scheduled Balance)


Six month anniversary: 0.77% (inclusive of GST) of an amount being the difference (if positive) between the peak Loan Balance on any day in the period from the Initial Upfront Commission Calculation Date to the Six Month Secondary Upfront Commission Review Calculation Date and the amount used to calculate the Initial Upfront Commission.

Twelve month anniversary: 0.77% (inclusive of GST) of an amount being the difference (if positive) between the peak Loan Balance on any day in the period from the Six Month

Secondary Upfront Commission Review Calculation Date to the Twelve Month Secondary Upfront Commission Review Calculation Date and the amount used to calculate the six month anniversary commission.

Secondary Upfront Commission is only payable where the increase to the Loan Balance is greater than \$20,000 and is not payable where the Initial Upfront Commission has been paid on the fully drawn balance of the Loan.

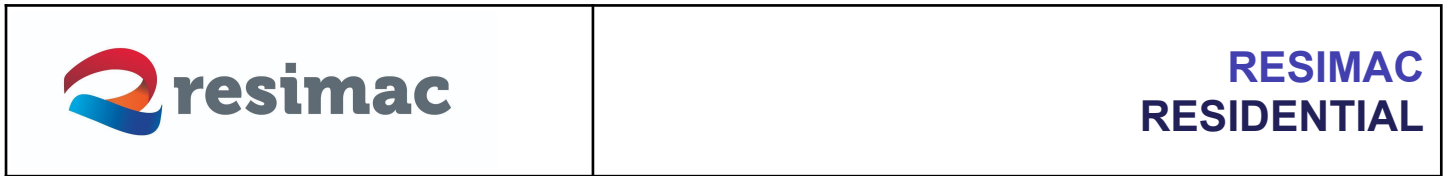
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	<p style="text-align: right;">REDZED RESIDENTIAL</p> <p style="text-align: right;">----- <i>Continued from previous page</i></p>
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Details	
For deals up to \$1.75M (or loan amounts approved higher by exemption)	

Clawbacks	
0 – 12 Months	100% (applicable for SE Prime only)
13 – 24 Months	50% (applicable for SE Prime only)

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Last updated: 30/06/2022

UPFRONT	TRAIL
0.715%	0.165%

Upfront Notes

Min loan size - \$50,000 (new loans) & \$40,000 (increases)

Resimac Prime and Resimac Specialist loans:

The upfront payment will be based on the approved loan amount net of any redraw and offset, calculated at the end of the month in which the loan settles. This applies to both new loans and increase applications (increase applications are where a new application is lodged to increase the original loan amount, and a new loan split is taken out). Where a new loan split is not taken out (i.e. an increase on an existing loan split) no commission will be payable.

Resimac MoniPower

Upfront will be calculated on the drawn amount, less any offset balance as at the end of the month the loan settled, subject to a minimum of \$400. This applies to both new loans and increase applications (increase applications are where a new application is lodged to increase the original loan amount, and a new loan split is taken out). Where a new loan split is not taken out (i.e. an increase on an existing loan split) no commission will be payable.

Resimac Accelerate

Upfront commission will be calculated on the amount settled net of offset and redraw. This applied to both new loans and increase applications (where a new application is lodged to increase the original loan, and a new loan split is taken out).

* Please note Resimac no longer offer new loans on the MoniPower or Accelerate products, however still references these products in relation to loan increases (top-ups)

Clawbacks

0-12 Months – 100%

13-24 Months – 50%

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**ST GEORGE
RESIDENTIAL**

Last updated: 06/2022

UPFRONT	TRAIL
0.715%	0.165%

Upfront Notes

1.1 Method of calculation

Subject to this Agreement, St.George will pay the Broker an Up-front Commission for each Settled Approved Application for a home loan. This Up-front Commissions will be paid by way of:

- (i) an Initial Up-front Commission of the amount set out in Item 1.3 of this Schedule (as applicable); and
- (ii) for new Standard Home Loans (as defined below), a Subsequent Up-front Commission in accordance with this Item 1.1.

Notwithstanding any other provision in this Agreement, no Up-front Commission is payable where a top-up or increase of the Approved Application (less any amounts in any offset account which is linked to the loan) is less than \$50,000, or for Relocation Loans with no end balance. Further principles governing payment of Up-front Commission in respect of applications involving refinances or top-ups of existing St.George loans, may be notified by St.George from time to time.

Initial Up-front Commission

For the purposes of Item 1.3, Initial Up-front Commission shall be calculated:

- (iii) If the loan is not intended to be drawn in one amount and is for purposes of a home build, or home renovation or improvement (for example a progressive drawdown loan), on the credit limit for that loan. Payment of commission in this manner is on the provision that if the loan has not been fully drawn within 12 months of the date of payment of the Up-front Commission for that loan, St.George may require you to repay the amount of that Up-front Commission as a debt due and owing.
- (iv) If the loan is split in the same month as settlement, the loan balance outstanding (less any amounts in any offset account which is linked to the loan) on the last day of the month after Settlement.
- (v) For any other loan, including internal refinances, the loan balance outstanding (less any amounts in any offset account which is linked to the loan) on the 3rd Business Day after Settlement.
- (vi) For Relocation Loans, on the end balance.
- (vii) Payment of Up-front Commission, as outlined above, is on the provision that if all or part of the Up-front Commission is later considered to be Conflicted Remuneration, St.George may require you to repay it as a debt due and owing.

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ST GEORGE RESIDENTIAL

Subsequent Up-front Commission

The Subsequent Up-front Commission is calculated on the day after the first anniversary of Settlement of a Standard Home Loan as follows:

- (i) 0.65% of the largest loan balance (less any amounts in any offset which is linked to the loan) at any time in the 12-month period since Settlement; less
- (ii) the Initial Up-front Commission previously paid for that loan.

If the calculation of Subsequent Up-front Commission for a loan is \$0.00 or less, no Subsequent Up-front Commission is payable for that loan.

Subsequent Up-front Commission is only payable on new Standard Home Loans & Portfolio Loans (including internal refinances, but not loans under Continuing Credit Contracts, progressive drawdown loans, or top-ups or increases to existing Standard Home Loans).

In the event of a Loan Book Transfer, the Up-front Commission rate originally applied to the loan will be used to calculate the Subsequent Up-front Commission.

Standard Home Loans are:

- Portfolio Loan;
- Investment Basic Variable Home Loan;
- Investment Fixed Home Loan 1 yr;
- Investment Fixed Home Loan 2 yr;
- Investment Fixed Home Loan 3 yr;
- Investment Fixed Home Loan 4 yr;
- Investment Fixed Home Loan 5 yr;
- Investment Standard Variable Home Loan;
- Owner Occupied Basic Variable Home Loan;
- Owner Occupied Fixed Home Loan 1 yr;
- Owner Occupied Fixed Home Loan 2 yr;
- Owner Occupied Fixed Home Loan 3 yr;
- Owner Occupied Fixed Home Loan 4 yr;
- Owner Occupied Fixed Home Loan 5 yr;
- Owner Occupied Standard Variable Home Loan; and
- any other type of finance notified by St.George to the Broker from time to time for the purposes of this paragraph.

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**ST GEORGE
RESIDENTIAL**

Terms of payment

- (a) The Initial Up-front Commission is due and payable with respect to an Approved Application on the 22nd day of the month following the month in which the Application is Settled.
- (b) The Subsequent Up-front Commission will be payable on or before the 22nd day of the second month following the first anniversary of Settlement.
- (c) If:
 - (i) St.George has paid the Broker an Up-front Commission; and
 - (ii) a loan (which is Settled after the date of this Agreement) is discharged within any of the periods specified under the Special Conditions for the purposes of this paragraph (other than by a switch to another St.George product or otherwise in the course of what St.George determines in its absolute discretion to be a bona fide repayment or refinancing by the customer); then
 - (iii) the Broker must repay the amount specified in the Special Conditions as payable, if the discharge occurs within one of those periods ("**Relevant Clawback Amount**").

St.George may deduct the Relevant Clawback Amount from any subsequent payment otherwise payable by it to the Broker.

A "switch" referred to in this paragraph (c) is a product switch under which the Applicant either keeps the same loan account number, or switches to a combination loan, at least one loan of which retains the same loan account number.

Nothing in this paragraph (c) limits St.George's rights under clause 2 of the agreement.

- (d) If:
 - (i) an Applicant draws a loan (including but not limited for the acquisition of land);
 - (ii) you are paid an Up-front Commission with respect to that loan; and
 - (iii) the Applicant subsequently takes out another loan (including but not limited for the construction of a dwelling on the land), and uses part of the proceeds of that loan to pay out the existing loan referred to in paragraph (i),

then the amount of the subsequent loan referred to in paragraph (iii), for the purposes of calculating Up-front Commission payable to you, will be calculated using the new loan amount. In these circumstances, any Up-front Commission paid to you for the loan referred to in paragraph (i) must be refunded as per the Discharge Clawback process.

Amount

For an Approved Application for Residential Finance: 0.65% of the credit limit or amount drawn (as applicable) determined in accordance with Item 1.1 of this Schedule.

Trail Notes

2.2 Method of calculation

For each Commission Period, subject to this Agreement, St.George will pay to the Broker a Trailing Commission with respect to each Approved Application for Approved Finance provided the loan to which the Approved Application relates:

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ST GEORGE RESIDENTIAL

- (a) has a balance outstanding both at the beginning and at the end of Commission Period for which Trailing Commission is calculated; and
- (b) does not, at any time during the Commission Period, have any payments which are more than 60 days overdue.

For each Approved Application, the Trailing Commission is calculated as follows:

- (a) the Trailing Commission Percentage is multiplied by:
 - (iv) for Approved Applications, the Eligible Loan Balance on the last day of each Commission Period; and
 - (b) the result of the calculation in paragraph (e) is divided by 365 (or 366 if the Commission Period falls within a year which is a leap year); and
 - (c) the result of the calculation in paragraph (f) is multiplied by the number of days in that Commission Period.

Trail Commission for Foreign Currency Loans will be based on the loan balance converted to Australian Dollars at the end of the month using the spot rate determined by us and paid monthly.

Terms of payment

St.George will pay to the Broker the Trailing Commission payable with respect to each Commission Period by the 22nd day of the month following the end of the Commission Period to which the payment relates.

In the event of a Loan Book Transfer, the Trailing Commission Percentage rate of the original Broker will be used to calculate the monthly trail commission for the transferred loans.

Where a new Broker completes a top-up or increase of an Approved Application (less any amounts in any offset account which is linked to the loan) of more than \$50,000, the new Broker will take over the trail of the original loan at the Trailing Commission Percentage rate agreed with them.

Trailing Commission Percentage for Residential Finance

For an Approved Application for all Residential Finance products: 0.15%.

Note Regarding Existing Loans

- (d) Settled before 1st June 2008.

Trail Commission will be calculated on gross balances (i.e. offset account balances will no longer be netted off).

- (e) Settled between 1st June 2008 and 30th September 2009.

Trail Commission will be calculated on gross balances (i.e. offset account balances will no longer be netted off). Trail Commission will be set at 0.15% p.a. plus a guaranteed 0.03% p.a. for Transaction Account Activity and Active Loan Protection Insurance Policy combined. This increases the effective base rate to 0.18% p.a. Eligibility for the additional 0.04% p.a. Book Runoff commission will continue to be assessed on a monthly basis.

- (f) For loans settled from 1 November 2010 and 30 July 2011.

- (g) The first trail payment will be made in the month following the 12th month anniversary of settlement. For example, a loan settled in November 2010 will first be paid trail in December 2011.



SUNCORP RESIDENTIAL

Last updated: 11/2021

UPFRONT	TRAIL	
0.715%	Year 1, 2 & 3	0.165%
	Year 4 onwards	0.22%

Upfront Notes

Suncorp will calculate upfront commission based on the net drawn down loan balance on the 5th calendar day after settlement.

Trail Notes

From 1st May 2017 trail is calculated for all loans that settle as follows:

After the end of each month Suncorp shall calculate the Average Facility Balance (AFB) for a Facility as follows:
 $((\text{Loan account balance at Beginning of Month} + \text{Loan account balance at End of Month}) \div 2)$ less $((\text{Cumulative offset account/s balance at Beginning of Month} + \text{Cumulative offset account/s balance at End of Month}) \div 2)$

Details

Suncorp is unwilling to have an owner-occupied property on IO repayments

Subsequent Drawdowns

Effective date of change: 1st Jan 2019

Upfront Calculation post SDD: 5th Calendar Day

SDD Minimum: No Minimum


SDD effective date: 12 months after settlement

SDD Eligibility period: 12 months after settlement

Suncorp will calculate upfront commission based on the net drawn down loan balance on the 5th calendar day after settlement. The net drawn down loan balance includes advance payments and offset balance. Suncorp will calculate a residual upfront commission 12 months after loan has settled based on the net increase in loan utilisation. Residual Upfront commission will only be paid on facilities that meet the following criteria, subject to exceptions given below:

- Suncorp will not pay residual upfront commission if the facility has been in arrears for 60 days or more at the end of the residual upfront commission calculation period
- With respect to those facilities that are merely an extension of the limit of a pre-existing settled facility, the amount of the extension will not qualify for the purpose of the calculation of the Facility Amount for Residual Upfront commission.
- Construction loans and Lines of Credit will not qualify for residual upfront commission.

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	SUNCORP RESIDENTIAL
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The combined total of the residual commission at month 12 and the upfront commission paid at month 1 must not exceed the commission that would have been payable if the loan was fully drawn on the date which is 5 calendar days after the drawdown date.

Clawbacks
0-12 Months – 100%
13-18 Months – 50%

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TEACHERS MUTUAL BANK RESIDENTIAL

Last updated: 27/10/2021

UPFRONT	TRAIL
0.66%	0.22%

Upfront Notes

- Upfront will be calculated and paid based on the outstanding balance of the loan, less any offset amount calculated on the last day of the calendar month
- For construction loans – Upfront commission will be paid on the total loan amount approved, however, there will be a claw back on the unused portion – after the initial first 12 months
- The initial upfront paid will be calculated and paid based on the outstanding balance of the loan, less any offset, as at the last day of the calendar month in which any part of the approved principal of the loan was first advanced to the borrower. Any loan facilities settled for construction purposes will be exempt from this rule.
- No initial upfront commission is payable to any loan where the contracted amount of credit is less than \$50,000
- Teachers Mutual Bank Limited will calculate a deferred payment at the initial 12 month anniversary of the original upfront commission. This will be calculated at the agreed percentage of the difference between the initial balance and the outstanding balance of the loan, less any offset. In the case of deferred commission, no upfront is payable where the anniversary balance does not exceed the initial balance by more than \$20,000. Deferred commission commenced in April 2020.

Trail Notes

Trail will be calculated and paid based on the outstanding balance of the loan, less any offset amount calculated on the last day of the calendar month

Subsequent Drawdowns

Effective date of change: 1st Jan 2019
 Upfront Calculation post SDD: Last day of the month
 SDD Minimum: \$20,000
 SDD effective date: 12 months after settlement
 SDD Eligibility period: 12 months after settlement

Clawbacks

0 – 12 Months 100% Upfront
 12 – 18 Months 50% Upfront
 Construction loans will have upfront commission of an unused portion clawed back after 12 months

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UBANK
(formally 86400)
RESIDENTIAL

Last updated: 05/2022

UPFRONT	TRAIL
0.693%	0.165%

Upfront & Trail Notes

- Upfront will be paid on or before the 15th day of the full calendar month following the settlement date.
- Trail will be paid on or before the 15th day of the month, based on the average daily loan balance during the month. This is prorated for the relevant number of days for which trail is payable during that month.
- For Construction:
 - Upfront will be paid on or before the 15th day of the full calendar month following the settlement date.
 - This will be based on the total amount of credit approved.

Subsequent Drawdowns (incl. Construction loans)

The below SDD details are also applicable to construction loans.

Upfront Calculation post Subsequent Drawdown: 5th Business Day of the month.

Subsequent Drawdown Minimum: \$20,000 increase to the drawn loan balance, net of offset.

Subsequent Drawdown effective date: On occurrence.

Clawbacks

Months after settlement or subsequent drawdown	Clawback	Months after settlement or subsequent drawdown	Clawback
0-6	100%	16	47%
7	95%	17	42%
8	89%	18	37%
9	84%	19	32%
10	79%	20	26%
11	74%	21	21%
12	68%	22	16%
13	63%	23	11%
14	58%	24	5%
15	53%		

For construction loans: If the total amount of credit is not drawn down in accordance with the loan terms, 86 400 can clawback commissions paid on the amount not drawn down.

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UniBank

UNIBANK RESIDENTIAL

Last updated: 10/2021

UPFRONT	TRAIL
0.66%	0.22%

Upfront Notes

- Upfront will be paid based on the outstanding balance of the loan, less any offset amount calculated on the last day of the calendar month of the initial payment
- For construction loans – Upfront commission will be clawed back on the unused portion over the first 12 months
- The initial upfront paid will be the agreed percentage of the outstanding balance of the loan, less any offset, amount both as measured on the last day of the calendar month in which any part of the approved principal of the loan was first advanced to the borrower. Any loan facilities settled for construction purposes will be exempt from this rule. No initial upfront commission is payable to any loan where the contracted amount of credit is less than \$50,000
- Teachers Mutual Bank will calculate a deferred payment at the initial 12 month anniversary of the original upfront commission. This will be calculated at the agreed percentage of the difference between the initial balance and the outstanding balance of the loan, less any offset. In the case of deferred commission, no upfront is payable where the anniversary balance does not exceed the initial balance by more than \$20,000. Deferred commission commenced in April 2020.

Subsequent Drawdowns

Effective date of change: 1st Jan 2019
 Upfront Calculation post SDD: Last day of the month
 SDD Minimum: \$20,000
 SDD effective date: 12 months after settlement
 SDD Eligibility period: 12 months after settlement

Clawbacks

0 – 12 Months 100% Upfront
 13 – 18 Months 50% Upfront
 Construction loans will have upfront commission of an unused portion clawed back after 12 months

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VIRGIN MONEY RESIDENTIAL

Last updated: 08/11/2021

UPFRONT	TRAIL
0.66%	0.22%

Upfront Notes

- Upfront commission for new loans drawn down from 1st January 2019 will be calculated based on the drawn down loan balance on the fifth calendar day after the date of drawdown, and net of any linked offset and redraw facility.
- Any loan that settles in the last 5 days of the month the upfront commission will be held over to the next month, then calculated and paid on the day 6 adjusted balance as part of the following month commission payment.
- Upfront for Construction loans is based on the settled limit, paid on the first drawdown.
- Top up – Upfront commission for variations involving increases drawn down from 1st January 2019 will be calculated based on the net debit increase on the fifth calendar day after the increase is drawn down, net of any linked offset and redraw facility.

Trail Notes

- Trail commission is calculated Monthly on a facility (revised for top ups) on the daily balances of that facility account (net of daily balances held in any applicable mortgage offset arrangements) from the date that facility settles
- For clarity, the calculations used for determining trail commission use the average daily balances for the relevant Month and the actual number of days in that Month.
- Virgin Money may pay trail prior to paying upfront commission due to CIF changes

Subsequent Drawdowns

Effective date of change: 31st December 2018
 Upfront Calculation post SDD: 5th Calendar day
 SDD Minimum: N/A
 SDD effective date: N/A
 SDD Eligibility period: N/A

Clawbacks

0 - 12 Months	100%
13 - 24 Months	50%

Utilisation clawback – 50% (When 80% of the facility not used between 6 – 12 Months of credit being made available under the facility)

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 <p>VICTORIAN MORTGAGE GROUP</p>	<p>Victorian Mortgage Group RESIDENTIAL</p>
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Last updated: 08/11/2021

UPFRONT	TRAIL
0.60% (Per Loan Settled)	Trailer Income 0.25%

Clawbacks
<ul style="list-style-type: none"> - Loan repaid within 0-12 months (from settlement) - Amount of Upfront Commission to be repaid 75%

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**WESTPAC
RESIDENTIAL**

Last updated: 29/06/2022

UPFRONT	TRAIL
0.715%	0.165%

Upfront Notes

1.1 Method of Calculation

Westpac will pay the Broker an Up-front Commission for each Settled Approved Application for a home loan. This Up-front Commissions will be paid by way of:

- (i) an Initial Up-front Commission of the amount set out in Item 1.3 of this Schedule (as applicable); and
- (ii) for new Standard Home Loans (as defined below), a Subsequent Up-front Commission in accordance with this Item 1.1.

Notwithstanding any other provision in this Agreement, no Up-front Commission is payable where a top-up or increase of the Approved Application (less any amounts in any offset account which is linked to the loan) is less than \$50,000. Further principles governing payment of Up-front Commission in respect of applications involving refinances or top-ups of existing Westpac loans, may be notified by Westpac from time to time.

Initial Up-front Commission

For the purposes of Item 1.3, Initial Up-front Commission shall be calculated:

If the loan is not intended to be drawn in one amount and is for purposes of a home build, or home renovation or improvement (for example a progressive drawdown loan), on the credit limit for that loan. Payment of commission in this manner is on the provision that if the loan has not been fully drawn within 12 months of the date of payment of the Up-front Commission for that loan, Westpac may require you to repay the amount of that Up-front Commission as a debt due and owing.

For any loan where the borrower is an individual with a consumer loan secured by a residential property owned by company or trust, the loan balance outstanding (less any amounts in any offset account which is linked to the loan) on the last day of the month after Settlement.

For any other loan, including internal refinances, the loan balance outstanding (less any amounts in any offset account which is linked to the loan) on the 3rd Business Day after Settlement.

Payment of Up-front Commission, as outlined above, is on the provision that if all or part of the Up-front Commission is later considered to be Conflicted Remuneration, Westpac may require you to repay it as a debt due and owing.

Subsequent Up-front Commission

The Subsequent Up-front Commission is calculated on the day after the first anniversary of Settlement of a Standard Home Loan as follows:

- (i) 0.65% of the largest loan balance (less any amounts in any offset which is linked to the loan) at any time in the 12-month period since Settlement; less
- (ii) the Initial Up-front Commission previously paid for that loan.

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WESTPAC RESIDENTIAL

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If the calculation of Subsequent Up-front Commission for a loan is \$0.00 or less, no Subsequent Up-front Commission is payable for that loan.

Subsequent Up-front Commission is only payable on new Standard Home Loans & Equity Access Loans (including internal refinances, but not loans under Continuing Credit Contracts, progressive drawdown loans, or top-ups or increases to existing Standard Home Loans).

In the event of a Loan Book Transfer, the Up-front Commission rate originally applied to the loan will be used to calculate the Subsequent Up-front Commission.

Standard Home Loans are:

- Equity Access Loan
- Rocket Repay Home Loan;
- Rocket Investment Loan;
- Flexi First Option Loan;
- Flexi First Investment Loan;
- Fixed Rate Home Loan;
- Fixed Rate Investment Property Loan;
- Variable Rate Investment Property Loan;
- Premium Option Home Loan; and
- any other type of finance notified by Westpac to the Broker from time to time for the purposes of this paragraph.

1.2 Terms of payment

- (a) The Initial Up-front Commission is due and payable with respect to an Approved Application on the 22nd day of the month following the month in which the Application is Settled.
- (b) The Subsequent Up-front Commission will be payable on or before the 22nd day of the second month following the first anniversary of Settlement.
- (c) If:
 - (i) Westpac has paid the Broker an Up-front Commission; and
 - (ii) a loan (which is Settled after the date of this Agreement) is discharged within any of the periods specified under the Special Conditions for the purposes of this paragraph (other than by a switch to another Westpac product or otherwise in the course of what Westpac determines in its absolute discretion to be a bona fide repayment or refinancing by the customer); then
 - (iii) the Broker must repay the amount specified in the Special Conditions as payable, if the discharge occurs within one of those periods (“**Relevant Clawback Amount**”)

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**WESTPAC
RESIDENTIAL**

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Westpac may deduct the Relevant Clawback Amount from any subsequent payment otherwise payable by it to the Broker.

A “switch” referred to in this paragraph (c) is a product switch under which the Applicant either keeps the same loan account number, or switches to a combination loan, at least one loan of which retains the same loan account number.

Nothing in this paragraph (c) limits Westpac's rights under clause 4(b) of the agreement.

(d) If:

an Applicant draws a loan (including but not limited for the acquisition of land);

you are paid an Up-front Commission with respect to that loan; and

the Applicant subsequently takes out another loan (including but not limited for the construction of a dwelling on the land), and uses part of the proceeds of that loan to pay out the existing loan referred to in paragraph (i),

then the amount of the subsequent loan referred to in paragraph (iii), for the purposes of calculating Up-front Commission payable to you, will be calculated using the new loan amount. In these circumstances, any Up-front Commission paid to you for the loan referred to in paragraph (i) must be refunded as per the Discharge Clawback process.

1.3 Amount

For an Approved Application for Residential Finance: 0.65% of the credit limit or amount drawn (as applicable) determined in accordance with Item 1.1 of this Schedule.

Trail Notes

2.1 Method of calculation

For each Commission Period, subject to this Agreement, Westpac will pay to the Broker a Trailing Commission with respect to each Approved Application for Approved Finance provided the loan to which the Approved Application relates:

- (a) has a balance outstanding both at the beginning and at the end of Commission Period for which Trailing Commission is calculated; and
- (b) does not, at any time during the Commission Period, have any payments which are more than 60 days overdue.

For each Approved Application, the Trailing Commission is calculated as follows:

- (a) the Trailing Commission Percentage is multiplied by the Eligible Loan Balance on the last day of each Commission Period; and
- (b) the result of the calculation in paragraph (e) is divided by 365 (or 366 if the Commission Period falls within a year which is a leap year); and
- (c) the result of the calculation in paragraph (f) is multiplied by the number of days in that Commission Period.

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**WESTPAC
RESIDENTIAL**

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Terms of payment

Westpac will pay to the Broker the Trailing Commission payable with respect to each Commission Period by the 22nd day of the month following the end of the Commission Period to which the payment relates.

In the event of a Loan Book Transfer, the Trailing Commission Percentage rate of the original Broker will be used to calculate the monthly trail commission for the transferred loans.

Where a new Broker completes a top-up or increase of an Approved Application (less any amounts in any offset account which is linked to the loan) of more than \$50,000, the new Broker will take over the trail of the original loan at the Trailing Commission Percentage rate agreed with them.

Termination of payment

- (a) If the Broker receives Trailing Commission under this Agreement and Westpac terminates this Agreement under clause 11.1 or the Broker terminates this Agreement under clause 11.2 (but not otherwise) then, in addition to any Commission accrued but not paid, Westpac will (in its absolute discretion) for Approved Applications either:
 - (i) continue to pay Trailing Commission in respect of Eligible Loans (until such loans have been discharged or refinanced); or
 - (ii) pay to the Broker in full and final satisfaction of its obligation to pay Trailing Commission, on each loan for which Trailing Commission is payable at the date of termination, a GST exclusive amount equal to the net present value ("NPV") of the Trailing Commission which would be payable for that loan from the date of termination if:
 - A. the loan was discharged 3 years from drawdown; and
 - B. during its life the loan was reduced in accordance with Westpac's indicative broker introduced loan amortisation at the date of termination (which takes into account principal reductions in accordance with the contracted amortisation schedule, additional repayments and prepayments from early discharge of the loan).
- (b) As an example of the application of paragraph (a)(ii), if at the date of termination:
 - (i) a loan had been drawn for 2 years, the NPV of trailing commission for 1 year would be payable; and
 - (ii) a loan had been drawn for 4.5 years, no trailing commission would be payable.

The discount rate to be used in any calculation is the 10-year bond rate, plus 3%.

2.4 Trailing Commission Percentage for Residential Finance

For an Approved Application for all Residential Finance products: 0.15%.

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WESTPAC RESIDENTIAL

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Construction

Upfront Commission on construction loans is paid on loan limit providing that the predominant purpose (>50% of the loan) is construction.

Where the predominant purpose is not construction (eg Land purchase) upfront commission is paid on loan balance at 3rd business day after settlement and a subsequent upfront commission will apply.

Examples of calculating the predominant purpose of the loan:

Example 1

- External refinance of existing land loan \$349,502 + construction costs \$517,659
- Loan amount \$697,314
- Construction costs \$517,659 / loan amount \$697,314 = 74% therefore predominant purpose is construction

Example 2

- Land purchase \$192,000 + construction costs \$450,000
- Base loan \$577,500 plus lenders mortgage insurance (LMI) \$15,262 = end loan \$592,762
- Construction costs \$450,000 / base loan \$577,500 = 78% therefore predominant purpose is construction
- In this example the LMI expense added to the loan should be excluded from the predominant purpose test

Clawbacks

0 - 12 Months	100%
12 - 24 Months	50%

- Clawback policy on Residential finance for loans settled from 01/11/2010: If the loan is discharged within 12 Months of Settlement, the Broker must repay 100% of the Upfront Commission for that loan. Within 24 Months of Settlement, the Broker must repay 50% of the Upfront Commission for that loan.
- In calculating clawbacks for construction loans, the establishment date is deemed to be the settlement date.

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COMMERCIAL LENDERS

[Adelaide Bank Commercial](#)

[ANZ Commercial](#)

[Arch Finance](#)

[Bank of Queensland Commercial](#)

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[Bank SA Commercial](#)

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[CBA Commercial](#)

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[Macquarie Commercial](#)

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[Pepper Commercial](#)

[PLANEEdge](#)

[PLANElevate](#)

[Prospa](#)


[ScotPac](#)

[St. George Commercial](#)

[Suncorp Commercial](#)

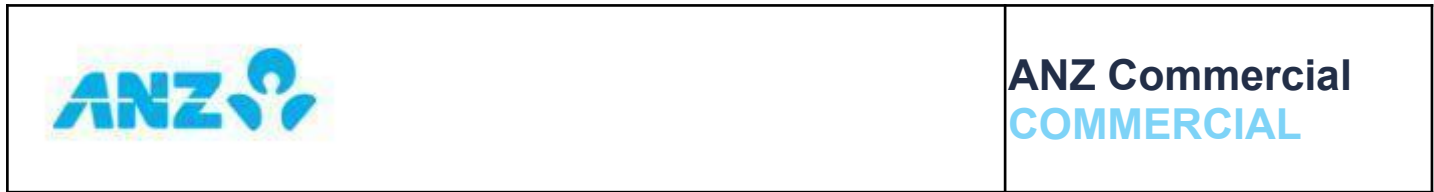
[ThinkTank Commercial](#)

[Westpac Commercial](#)

	ADELAIDE BANK COMMERCIAL
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Last updated: 20/12/2018

UPFRONT	TRAIL (p.a.)
The greater of: <ul style="list-style-type: none"> • \$400; and • 0.66% of the net closing balance of the relevant Product and any offset account as at the last day of the first month after settlement of the new Product 	0.275% p.a.



Last updated: 01/12/2017

BROKER TYPE	LOAN SIZE	UPFRONT RATE
Full Broker	Up to \$50k	Nil
	>\$50k & up to \$2.5m	0.55% of eligible product facility amount
	>\$2.5m	50% of Loan Approval Fee
Premium Broker	Up to \$50k	Nil
	>\$50k & up to \$4m	0.60% of eligible product facility amount
	>\$4m	50% of Loan Approval Fee
Commercial Spot & Refer (Capped at \$24k Commission)	Up to \$50k	Nil
	>\$50k	0.60% of eligible product facility amount

BROKER TYPE	LOAN SIZE	TRAIL RATE (p.a.)
Full Broker	Up to \$50k	Nil
	>\$50k & up to \$15m	0.20%
	>\$15m	Negotiable
Premium Broker	Up to \$50k	Nil
	>\$50k & up to \$15m	0.30%
	>\$15m	Negotiable
Commercial Spot & Refer (Capped at \$24k Commission)	No trail commission is paid under the Spot & Refer program	



ANZ Commercial
(continued)
COMMERCIAL

Upfront Notes

Rates are correct, unless agreed to in writing between ANZ and the broker/ aggregator

Trail Notes

Trail is also paid to Premium Brokers on eligible business transaction accounts.

Trail is calculated using the Gross Daily Business Portfolio Balance minus the Daily Offset Balance.

Trail is not paid on an ANZ Overdraft or ANZ Business Credit Facility.

Clawbacks

0-12 Months: 100%

12-18 Months: 50%

**ARCH FINANCE**
COMMERCIAL

Last updated:

UPFRONT	TRAIL (p.a.)
Up to 0.55% or by negotiation	Capped at 0.55% p.a. or by negotiation

	BANK OF MELBOURNE COMMERCIAL
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Last updated:

PRODUCT	MAXIMUM UPFRONT RATE
Commercial Hire Purchase, Leasing, Equipment Rental or Chattel Mortgage	3%
Commercial Bill Acceptance & Discount and Construction Loan	50% of Establishment Fee
Invoice Discounting or Invoice Discounting Plus	100% of the standard service fee

AGGREGATED CUSTOMER FACILITIES	MAXIMUM TRAIL (p.a.)
\$0 - \$50k	Nil
\$50,001 and above	Up to 0.25% p.a.

Upfront & Trail Notes
<ul style="list-style-type: none"> No commission is payable on Property Development and Investment Facilities above \$20 million Trail is calculated based on the average facility balance, excluding balances in month of settlement and month of discharge. No trail is payable on spot and refer transactions.

Clawbacks
Refer to lender


	BANK OF QUEENSLAND COMMERCIAL
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Last updated: 05/03/2019

Facility	Referral Fee (Upfront) & Trail	Condition
Commercial/Business Aggregated Facilities Advanced < \$3,000,000	Referral Fee: 0.605% of the facility limit Trail: 0.275% of the outstanding loan balance	Min 12 month loan term
Commercial/Business Aggregated Facilities Advanced > \$3,000,000	Referral Fee: 60% of the loan establishment fee Trail: 0.275% of the outstanding loan balance	Min 12 month loan term
Property Development	Referral Fee: up to 60% of the loan establishment fee	
Retail Loans	Referral Fee: 0.715% * Trail (Years 1-3): 0.165% * Trail (Year 4): 0.22% * Trail (Years 5+): 0.242% * * Rates are calculated on the funds drawn down under the facility, net of offset. The Referral fee is calculated 5 days after settlement	Must form part of commercial transaction which includes a Commercial Loan

Clawbacks


0-6 Months: 100% of Referral Fee (Upfront) and Trail commissions
 7-12 Months: 50% of Referral Fee (Upfront) and Trail commissions

	BANK SA COMMERCIAL
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Last updated: 08/11/2010

UPFRONT	TRAIL (p.a.)
Loans fully secured by Residential Property to max 80% of Market Value 0.55% of New Money Amount up to \$10k max	Loans fully secured by Residential Property to max 80% of Market Value 0.22%
Overdrafts; Variable Rate & Fixed Rate Loans; Bus. Maximiser Overdrafts; Bus. Development loans & Bus. Investment Loans 0.55% New Money Amount up to \$10k max	Overdrafts; Variable Rate & Fixed Rate Loans; Bus. Maximiser Overdrafts; Bus. Development loans & Bus. Investment Loans Loan Size < \$500k = 0.11% Loan Size >= \$500k = 0.22%

Clawbacks
0-12 Months: 100%

	BANKWEST BUSINESS COMMERCIAL
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Last updated: 08/05/2016

FACILITY	UPFRONT
Loans <\$25,000	Nil
Loans between \$25,000 to \$150,000	\$550
Loans between \$150,000 to \$3m	0.55% (provided the client has paid the bank a loan establishment fee of 0.5% of the amount of the loan or facility. An increase to an existing facility must be a minimum of \$50k)
Loans > \$3m	50% of the Establishment / Application Fee.


FACILITY	TRAIL (p.a.)
Loans <\$25,000	Nil
Loans between \$25,000 to \$150,000	Nil
Loans between \$150,000 to \$3m	0.275% p.a.
Loans > \$3m	Negotiable to a maximum limit of 0.275% per annum

Upfront & Trail Notes

No Upfront or Trail commission is payable on overdraft facilities

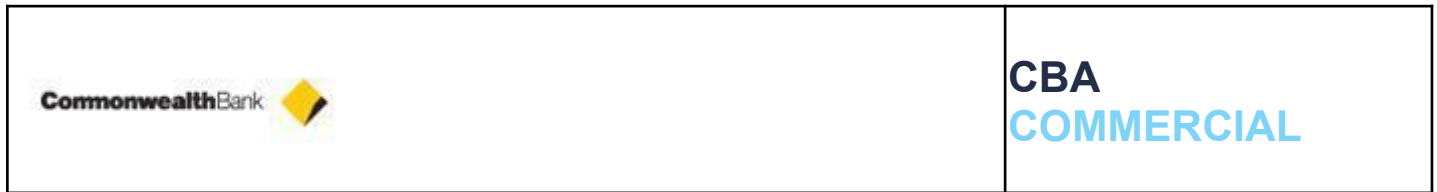
Clawbacks

0-12 Months: 100%
 13-18 Months: 50%

	Businessloans.com.au COMMERCIAL
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Last updated:

LOAN TYPE	COMMISSION	VBI	ONGOING SERVICE FEE
Flexible Business Loan – Initial Commission	100% of Establishment Fee, up to 4% of the loan amount	0.40% of the initial loan amount	0.00%
Flexible Business Loan – Redraw Commission	50% of the Establishment Fee	0.20% of the additional amount drawn down	0.00%
Line of credit – International	Load disclosed broker fee, up to \$1500 and 0.75% per drawdown	0.25% of the drawdown for each drawdown	0.00%



Last updated: 16/05/2019

LOAN SIZE	UPFRONT
Less than \$150k	Nil
\$150k to < \$3m	0.55% of approved facility limit
\$3m to < \$10m	Max 55% of Establishment Fee received by the bank (\$16.5k minimum)
> \$10m	Max 55% of Establishment Fee received by the bank


LOAN SIZE	TRAIL (p.a.)
Less than \$150k	Nil
\$150k to < \$3m	Negotiable to a max of 0.275% p.a. calculated on the daily outstanding balance
\$3m to < \$10m	Negotiable to a max of 0.275% p.a. calculated on the daily outstanding balance
> \$10m	Negotiable to a max of 0.275% p.a. calculated on the daily outstanding balance

Clawbacks

0-12 Months: 100%
12-18 Months: 50%

Last updated: 20/05/2020

LOAN TYPE	COMMISSION	VBI	ONGOING SERVICE FEE
Flexible Business Loan – Initial Commission	100% of Establishment Fee, up to 4% of the loan amount	0.40% of the initial loan amount	0.00%
Flexible Business Loan – Redraw Commission	50% of the Establishment Fee	0.20% of the additional amount drawn down	0.00%
Line of credit – International	Load disclosed broker fee, up to \$1500 and 0.75% per drawdown	0.25% of the drawdown for each drawdown	0.00%
Business Overdraft (Business turnover less than \$5m)	3.0% of the Sanctioned Credit Limit. Paid on first drawdown. 1.00% p.a. trail	0.00%	0.25% p.a.
Business Overdraft (Business turnover greater than \$5m)	2.0% of the Sanctioned Credit Limit. Paid on first drawdown. 0.50% p.a. trail	0.00%	0.25% p.a.


	IMB COMMERCIAL
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Last updated: 01/05/2002

UPFRONT	TRAIL (p.a.)
6% \$10,000 - \$1,000,000.00	One twelfth of 0.25% of the eligible loan balance for each commission paid.

Upfront & Trail Notes
Calculation for: <ul style="list-style-type: none"> • Equity lines is done on the approved limit of the loan • All other loans, is done on the approval amount of the loan No trailing commission is payable for any month where the total monthly balance for that month is less than \$2,000,000.00

Clawbacks
0-12 Months: 50%

	ING COMMERCIAL
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Last updated: 01/01/2018

UPFRONT	TRAIL (p.a.)
Loan <\$3,000,000 - 0.605% Loan >=\$3,000,000 - Up to 50% of the Establishment Fee* * Paid to ING by the debtor under the Loan, which is to be determined by ING in respect of each Loan (in discussion with the Intermediary) prior to ING's formal approval of the Loan	Years 1-3 - 0.22% Year 4 + - 0.22%

Clawbacks
0-12 Months: 100% 13-18 Months: 50%



Last updated: 22/07/2020

TYPE	UPFRONT	TRAIL (p.a.)
Commercial Commissions	0.60%	0.30% (for Foundation Partner Brokers only)
Home Loan Commissions	0.715 %	0.165%
Referral on Commercial Commissions	0.60	Nil

Upfront & Trail Notes

Rates are payable on qualified products, unless agreed in writing prior to settlement.
 Rates are only applicable to transactions at or below \$5,000,000. The commission on each transaction of more than \$5,000,000 will be agreed between Judo and the relevant Founder Partner.
 No commission is payable on any Bank Guarantee product.

Clawbacks

Refer to lender

	LA TROBE COMMERCIAL
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Last updated: 30/10/2017


UPFRONT	TRAIL (p.a.)
Application Fee (excl. Val. & Legal Fees) from 1.25% of the loan amount.	0.275% or by negotiation

Upfront & Trail Notes

- Upfronts are paid in arrears following month of settlement
- For building loans with progress payments, the fees referred to above are distributed based on the full loan amount
- No utilization (defined as the net loan balance after deducting deposit balances in Offset accounts) reductions based on drawings.
- Additional Brokerage can be entered into between the Correspondent and the Borrower as described at clause 5.1 of the lender agreement and paid at settlement.

Clawbacks

No Upfront Commission recoveries or no commission clawbacks

	LIBERTY COMMERCIAL
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Last updated:

UPFRONT	TRAIL (p.a.)
0.825%	0.25%

Upfront Notes

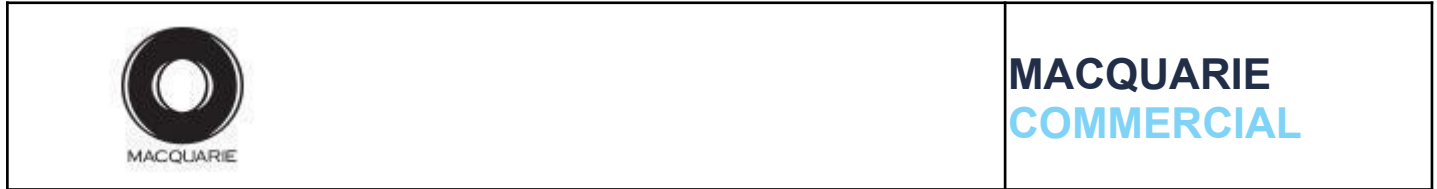
Upfront can be loaded to 2% by the broker and any additional loading will be added to the settlement fee.
 Upfront rate is calculated on the amount of the settled loan.
 The upfront commission is included in the Liberty settlement fee

Trail Notes

Rate is gross of the outstanding principal balance of the loan
 Subject to any legislation that may regulate the level of Commission payable.
 The Trailing commission will be added to the interest rate made available to the relevant applicant

Clawbacks

Refer to lender



Last updated:

UPFRONT	TRAIL (p.a.)
Commercial Loans: Negotiable with a maximum of 0.55% of the approved credit limit on Settlement	Commercial Loan - the Trailer Fee is negotiable on each Loan to a maximum of 0.33% p.a.

Upfront Notes

For a Commercial Loan:

- The minimum draw down of the Loan must be equal to, or greater than 50% of the approved credit limit at the time of Settlement.
- If the approved credit limit greater than \$3 million, the Initial Fee is negotiable on each loan subject to a minimum of \$15,000.00

Upfront is not paid for Revolving Line of Credit and Overdraft products

Variation Fee: An amount equal to the Initial Fee that would have been payable if the Referred Variation had been a newly referred Loan.

In respect of a Consumer Loan:

- Where there has been a Principal Increase on or prior to the 1 year anniversary of Settlement – the Variation Fee will be \$350 (excluding GST).
- Where there has been a Principal Increase after the 1 year anniversary of Settlement – the Variation Fee is 0.65% of the amount of the Principal Increase.

Any Variation Fee will be paid on or by the 15th Banking Day of the month following the month in which settlement of the Principal Increase Occurred (or more frequently as may be determined by Macquarie).


Trail Notes

Trail is based on the average daily balance of the Loan. The Trailer Fee is no longer payable when the principal amount of the Loan is below \$10,000

For Bank Guarantee products a Trailer Fee is not payable.

Clawbacks

- 0-183 Days: 100%
- 184-365 Days: 75%
- 366-548 Days: 50%

	MEDFIN COMMERCIAL
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Last updated: 01/12/2017

UPFRONT	TRAIL (% p.a.)
Business Loan Products - 0.55%	Business Loan Products - 0.20%
Line of Credit Facility products - 0.275%	Line of Credit Facility products - 0.20%
Draw Down Facility products - N/A	Draw Down Facility products - 0.20%

Notes
<ul style="list-style-type: none"> • In the case of a variation to a business lending product, no upfront will be paid if the Net Lending Increase is less than \$50k. • In the case of a variation to a line of credit facility, no upfront will be paid if the Net Lending Increase is less than \$20k. • The maximum upfront payable on a Medfin Business Lending product is \$27,500 (incl GST) unless negotiated

Clawbacks
0-12 Months: 100% 13-24 Months: 50%

	MOULA COMMERCIAL
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Last updated: 28/02/2020

Loan Type	Upfront Commission
First Qualifying Loan >1 Year	(a) 4.0% of the total settled loan amount excluding fees and charges up to \$250,000.00; and (b) 2.0% for each dollar of the total settled loan amount excluding fees and charges above \$250,000.00
First Qualifying loan <1 year	(a) 2.0% for each dollar of the total settled loan amount excluding fees and charges up to \$250,000.00; and (b) 1.0% for each dollar of the total loan amount excluding fees and charges above \$250,000.00
Subsequent Qualifying Loan for the same Applicant within 24 months >1 year	(a) 2.0% of the total settled loan amount excluding fees and charges up to \$250,000.00; and (b) 1.0% for each dollar of the total loan amount excluding fees and charges above \$250,000.00
Subsequent Qualifying Loan for the same Applicant within 24 months <1 year	(a) 1.0% of the total settled loan amount excluding fees and charges up to \$250,000.00; and (b) 0.5% for each dollar of the total loan amount excluding fees and charges above \$250,000.00

Loan Type	VBI
Moula Term Loan Up to \$500,000.00	No volume-based commission payable
Moula Term Loan \$500,001.00 to \$1,000,000.00	0.30% of the total settled loan amount excluding fees and charges for all qualifying loans in the calendar month for each dollar above \$500,001.00
Moula Term Loan \$1,000,001.00 and above	Volume-based commission as above, and an additional 0.70% of the total settled loan amount excluding fees and charges for all qualifying loans in the calendar month for each dollar above \$1,000,001.00

Clawbacks

If the borrower defaults on it's obligations within 6 months of the approval of the loan then the commission is repayable in full



NAB
COMMERCIAL

Last updated: 26/10/2018

UPFRONT	TRAIL (p.a.)
Term Loans / Overdrafts (100% Product Multiple): 0.55% Overdrafts (50% Product Multiple): 0.55%	Term Loans / Overdrafts (100% Product Multiple): 0.20% Overdrafts (50% Product Multiple): 0.20%
NAB Invoice Finance & NAB Debtor Finance Facility: 0.5%	NAB Invoice Finance & NAB Debtor Finance Facility: 15% of Purchase Charges Collected
NAB QuickBiz Loan & QuickBiz Overdraft: 2.2%	NAB QuickBiz Loan & QuickBiz Overdraft: Nil

Upfront Notes

Term Loans - Product Codes CA09, CA10, CA12, CA17, CA31, CA36, CA37, CA38, CA39, CA41, CA42, CA43, CA44, CA46, CA47, CA51, CA52, CA57, CA62, CA67, CA94, BTAD

Overdrafts - product codes: CA04, CA05, CA08, CA19, CA20, CA25, CA30, CA35, CA58, NFMA

NAB Invoice Finance & NAB Debtor Finance Facilities are calculated on the approved limit up to a maximum of A\$10k

Trail Notes

CA09-Term Loan, CA10-Farm Development Loan, CA12-Fully Drawn Advance, CA17-Instalment Loan, CA31-Business Options Interest Only Loan – In Advance, CA36-Business Options Instalment Loan, CA37-Business Options Int Only Loan, CA38-Business Mortgage Combination Loan, CA39-Business Options Combination Loan, CA41-Fixed Rate Loan Interest In Arrears, CA42-Fixed Rate Loan Interest in Advance, CA43-Fixed Rate Instalment Loan, CA44-Fixed Rate Loan, CA46-Market Rate Facility, CA47-Fixed Rate Loan Interest In Arrears, CA51-Business Combinations Loan, CA52-Business Investment Loan Fully Drawn Advance, CA57-NAB Business Markets, CA62-Business Investment Loan Fully Drawn Advance, CA67-Business Investment Loan, CA94-Business Investment Combination Loan, BTAD -Commercial Bill Facility

CA04-Community Group Account, CA05-National Wheat Advance, CA08-National Cheque Account, CA19-GST Offset, CA20-Within The Day Account, CA25-Business Management Account, CA30-Community Fee Saver Account, CA35-Business Cheque Account, CA58-Corporate Cheque Account, NFMA-Farm Management Account



OAK CAPITAL
COMMERCIAL

Last updated: 23/08/2021

UPFRONT	TRAIL (p.a.)
0.55% of the loan amount	0.165 of the outstanding balance

Clawbacks

Oak Group will clawback any upfront that Oak Group is invoiced by any of our mortgage management partners for Loans that are subject to clawback provisions.

 peppermoneyPEPPER
COMMERCIAL

Last updated: 25/02/2019

UPFRONT	TRAIL (% p.a.)
0.66%	0.22%

Clawbacks

0-12 Months: 100%


13-18 Months: 50%

	PLANEDGE COMMERCIAL
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Provided by ThinkTank

Last updated: 18/05/2021

UPFRONT	TRAIL (p.a.)
0.66% Included in TT Establishment Fee - refer to lender for full details Applies to Standard Commercial Loans, Flexi Loan, Lease Doc, LOC & Specialised Securities	0.275% Included in rate (variable between 0%-0.5%) - refer to lender for full details


	PLANELEVATE COMMERCIAL
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Last updated: 02/09/2020

UPFRONT	TRAIL (p.a.)
0.66%	0.22%

NOTES
Upfront is calculated on the loan amount, net of offset and redraw for each settled loan.
Trail is calculated on the outstanding balance of each settled loan as at the last day of each calendar month.

Clawbacks
0-12 Months: 100%
13-18 Months: 50%

	PROSPA COMMERCIAL
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Last updated: 01/05/2021

UPFRONT
<p>Small Business Lending New Referral - 4% of the amount disbursed to the Referred Customer Repeat Referral - 2% of the amount disbursed to the Referred Customer</p> <p>Line of Credit - First Drawdown First Drawdown - 3% of the approved Facility Limit Average Daily Balance - 2% p.a.</p> <p>Refinance - Cross Product (SBL-LOC) - First Drawdown New Referral - 3% of any approved Facility Limit above the amount of the refinanced loan component Repeat Referral - 2% of the current Facility Limit above the amount of the refinanced loan component</p> <p>Term Extension Existing LOC - 1% p.a. of the average drawn balance over the first term of the facility</p> <p>Note: Rates do not apply to Back to Business products as part of the Australian Government's Coronavirus SME Guarantee Scheme</p> <p>First Drawdown: within 10 days of the first drawdown</p>

TRAIL (p.a.)
<p>Small Business Lending, Back to Business Loan & Back to Business Line of Credit: N/A</p> <p>Line of Credit (Term extension): 1% p.a. of the average drawn balance over the first term of the facility</p>

	PROSPA (continued) COMMERCIAL
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OTHER NOTES

The commission rates set out only apply to the Prospa’s Scheme products, being the Back to Business Loan and Back to Business Line, supported by the Coronavirus SME Guarantee Scheme. Commission rates remain unchanged on the Prospa products, being Small Business Loan and Line of Credit, that are not supported by the Coronavirus SME Guarantee Scheme.

Only one Partner can receive commission in respect of a given product to a customer at any one time. Prospa will respect customer choice and will pay commission on a product to the most recent referring party for that product to that customer. If a customer has more than one product from Prospa, more than one Partner may be entitled to commission in respect of that customer if different Partners have referred that customer for different products.

Back to Business Line of Credit

Commission Event:

Customer makes their first draw down on the Back to Business Line of Credit (regardless of the amount of that draw down).

First Drawdown commission is only payable for a new Back to Business Line of Credit to eligible Referred Customers. The Back to Business Line of Credit is not available for any renewal (including any increase in facility limit) for an existing line of credit customer.

Clawbacks

Refer to lender



SCOTPAC
COMMERCIAL

Last updated: 26/05/2019

UPFRONT	TRAIL (% p.a.)
<p>Revolving Line of Credit, Term Loans and Single Transaction Facilities: Application Fee Split: During the sale process, SPG may obtain an application Fee. Upon successful settlement 55% of this amount is payable to the Aggregator</p> <p>Revolving Line of credit Facilities: Service Fee Split: On successful settlement of a revolving debtor finance facility SPG typically charges a service fee against the value of the take on ledger 55% of this amount is payable to the Aggregator</p>	<p>Single Transaction Facilities: Each month the Aggregator is paid: a) Selective Invoice Finance: 0.55% of the funded invoice(s) b) Tradeline: 0.55% of the funding provided</p> <p>Revolving Lines of Credit: Each month the aggregator is paid: 0.687% (annual rate) of the average Funds under Management, unless otherwise mutually agreed.</p>

Clawbacks
<p>a) If the term of the Finance facility is less than one (1) year and a Clawback event occurs within the first half of the term, the aggregator must pay to ScotPac 50% of any upfront commission paid with respect to the finance Facility.</p> <p>(b) If the term of the Finance facility is one (1) year or longer and a Clawback event occurs within the first six (6) months of the term, the aggregator must pay to ScotPac 50% of any upfront commission paid with respect to the finance Facility.</p>



Last updated: 10/01/2017


Eligible Products: Business / Commercial Overdrafts, Business Maximiser, Business Loan Variable, Business Loan Fixed, Commercial Loan Variable, Commercial Loan Fixed.

Aggregate facility limit	Upfront Commission
\$0 - \$50,000	Nil
\$50,001 - \$3,000,000	Up to 0.605% of the facility limit. Subject to a minimum establishment fee set by or negotiated with Lender)
\$3,000,001 and above	Up to 55% of the establishment fee

Aggregate facility limit	Trail (% p.a.)
\$0 - \$50,000	Nil
\$50,001 and above	Up to 0.275% p.a. of the facility limit. Subject to a minimum establishment fee set by or negotiated with Lender)

Notes
<p>The following are not included in the customers Aggregate Facility Limit:</p> <ul style="list-style-type: none"> • Invoice Discounting or Invoice Discounting Plus facilities • Commercial Finance Facilities with a facility limit of more than \$20,000,000.00 which are provided for property development and investment purposes (Note: No upfront is payable on these facilities unless otherwise agreed with the lender) <p>Upfront commission on Invoice Discounting or Invoice Discounting Plus facilities is up to 100% of the standard service fee for that facility.</p>

Clawbacks
<p>0-12 Months: 100%</p> <p>For Property Construction and Development transactions, 100% of the upfront will be clawed back if the facility does not achieve a minimum of 85% utilisation of the approved limit throughout the term of the facility.</p>

	SUNCORP COMMERCIAL
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Last updated: 04/01/2016

UPFRONT
<p>Facilities that qualify for commission under 1(b) will not be paid Commission under 1(a) 1(a) 55% to be paid from the loan Establishment Fee 1(b) 0.66% of the loan amount</p> <p>Term Lending Facilities between \$400k and \$1m. Applies only to Commercial Banking and Property Investment Facilities (Products exclude; all Lines of Credit and overdraft facilities, Agribusiness Term Loan Facilities - Fixed Rate or Variable Rate)</p> <p>Suncorp Small Business For Fixed or Variable Rate facilities: 0.715%</p> <p>Commissions are calculated net of offset balances</p>

TRAIL (p.a.)
<p>Business Banking Facilities 0.275% of outstanding loan balance</p> <p>Suncorp Small Business For Fixed or Variable Rate facilities</p> <ul style="list-style-type: none"> • Year 1, 2 & 3: 0.165% • Year 4+: 0.275% of Average Facility Balance (minus any outstanding balance owed to Suncorp)

Clawbacks
<p>Up to 12 Months: 100%</p>

	THINKTANK COMMERCIAL
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Last updated: 18/05/2021

Product	Upfront
Standard Commercial Loans	0.60% included in TT Establishment Fee Option 1 is variable up to 1.0% Option 2 is fixed at 0.60%
Flexi Loan, Lease Doc, Line of Credit & Specialised securities	0.60% included in Standard 0.95%TT Establishment Fee

Product	Upfront
Standard Commercial Loans Flexi Loan, Lease Doc, Line of Credit & Specialised securities	0.25% included in rate (variable between 0.0% - 0.50%) Note: For Line of Credit trail is calculated on the minimum monthly balance



WESTPAC
COMMERCIAL

Last updated: 01/08/2021

Upfront Notes

Business Loan or a Bank Bill Business Loan

Where the credit limit is equal to or less than \$3m: Up to 0.55% of the credit limit. (Cap \$45,000)

Where the credit limit is more than \$3m: Up to 50% of the establishment fee. (Cap \$45,000)

For a fixed rate business loan, secured by a residential property where the credit limit is less than \$500k: 50% of the establishment fee (Cap \$45,000).

The commissions apply, except for the listed products below:

a) Upfront commission for Westpac Business One Loan \leq \$3m is 50% of e/fee.

b) Business Loans – Fixed $<$ \$500k (secured by residential property) upfront is 50% of e/fee.

Commission caps: An upfront cap on term lending is the lower of 0.55% of exposure or \$45,000

Business Overdraft: 50% of the establishment fee (capped at \$30,000)

Westpac Business One or Westpac Agribusiness Business One: 50% of the establishment fee (capped at the lower of \$45,000 or 0.55% of the credit limit)

Westpac Invoice Finance: 0.50% of the approved take up ledger (being the total value of the first batch of invoices) (Cap \$20,000)

Trail Notes

Important: No commission is paid on any loan or facility where the credit limit is less than \$50,000

Fixed rate Business Loans with a credit limit less than \$500,000 secured by a residential property: 0.10% p.a.

Approved Applications for Westpac Invoice Finance: 0.25% p.a.

Business Overdrafts: Nil

All other eligible products: 0.20% p.a.



WESTPAC (continued)
COMMERCIAL

Additional Notes

Business Finance products (other than Business Overdraft or Westpac Invoice Finance or Construction loans), the initial upfront commission is only paid when the amount drawn first equals or exceeds 80% of the credit limit as at the last business day of a commission period

For Construction loans, if 95% or more of the loans has not been drawn before the date of termination or discharge then a clawback may apply. Contact the lender for further information.

Upfront is not paid on any loan or facility where the credit limit is less than \$50,000.

Clawbacks

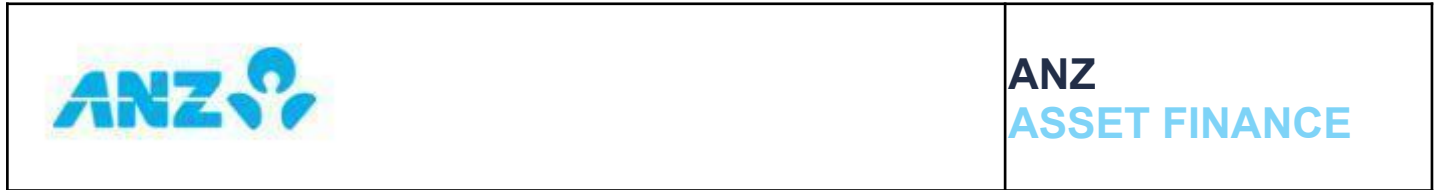
Contact the lender for full details.

Important: Please note that the information contained within this Schedule is a summary only and is subject to change. Please use this document as a guide only and refer to the Lender for full conditions, exceptions, clawback policies and other Information

ASSET FINANCE LENDERS

<u>ANZ Asset Finance</u>
<u>Bankwest Asset Finance</u>
<u>Capital Finance</u>
<u>CBA Asset Finance</u>
<u>Firstmac Asset Finance</u>
<u>Get Capital</u>
<u>Judo Bank</u>
<u>Latitude Motor</u>
<u>Liberty Asset Finance</u>

<u>Macquarie Leasing</u>
<u>Medfin</u>
<u>Metro Finance</u>
<u>NAB Asset Finance</u>
<u>Pepper Asset Finance</u>
<u>Plenti</u>
<u>ScotPac Asset Finance</u>
<u>Westpac Equipment Finance</u>




Last updated: 09/01/2017

UPFRONT	
Note: The below rates apply to AF facilities written at the Consumer Customer Rate	
New Vehicles & other Goods	Used Vehicles
Finance of <\$25,000 = \$1,100 comm	Finance of <\$10,000 = \$550 comm
Finance of \$25,000-\$50,000 = \$1,650 comm	Finance of \$10,000-\$50,000 = \$1,100 comm
Finance of >\$50,000 = \$2,200 comm	Finance of >\$50,000 = \$1,650 comm


Balance Scorecard Incentive (VBI)
Based on the following 4 criteria: <ul style="list-style-type: none"> - Volume - Supervision - Quality - Efficiency

Clawbacks
Refer to the lender.

	BANKWEST BUSINESS ASSET FINANCE
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Last updated: 08/05/2016

UPFRONT	TRAIL
Not greater than 4.00% of amount financed	Nil

 CAPITAL FINANCE	CAPITAL FINANCE ASSET FINANCE
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Last updated: 02/01/2016


VBI

VBI * The \$500K hurdle will be removed for the first 6 months following rollout

The VBI is 0.6% of the total settlement amount received by CFAL for each month from specific accredited brokers

The minimum amount to qualify is \$500k in new business settlement per month.

Carded rates and establishment fees must apply to be eligible for VBI. Transaction terms of 24 months and under are excluded.

	CBA ASSET FINANCE
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Last updated:


UPFRONT
Up to 4.4% of the amount financed, by negotiation with CBA Asset Finance

VBI								
Tiering P.M. <table> <tr> <td>\$250K - \$500K</td> <td>0.44%</td> </tr> <tr> <td>\$500K - \$1M</td> <td>0.55%</td> </tr> <tr> <td>\$1M - \$2M</td> <td>0.66%</td> </tr> <tr> <td>\$2M +</td> <td>0.77%</td> </tr> </table>	\$250K - \$500K	0.44%	\$500K - \$1M	0.55%	\$1M - \$2M	0.66%	\$2M +	0.77%
\$250K - \$500K	0.44%							
\$500K - \$1M	0.55%							
\$1M - \$2M	0.66%							
\$2M +	0.77%							

Clawbacks
0-6 Months: 100% 6-12 Months: 50% In addition: <ul style="list-style-type: none"> • If beyond 2 months in arrears within the first 12 months then 100% will be clawed back • If beyond 2 months in arrears on or after the first 12 months, but within the first 18 months of funding then 50% will be clawed back


 The logo for firstmac, consisting of the word "firstmac" in a lowercase, sans-serif font, with a colorful, wavy line underneath it.	FIRSTMAC ASSET FINANCE ASSET FINANCE
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Refer to lender for more information on their Asset Finance arrangements

 GET CAPITAL	GET CAPITAL ASSET FINANCE
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Last updated: 20/05/2020

Commission	VBI	Ongoing Service Fee
Load up to 8%	0.6% of the initial loan amount	0.00%

	JUDO BANK ASSET FINANCE
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Last updated: 22/07/2020


TYPE	UPFRONT	TRAIL (p.a.)
Asset Finance Commissions	Capped at 3.30%, payable on qualified products unless agreed in writing prior to settlement. Negotiated rates are available below cap.	Nil
Asset Finance Referrer Commissions (For Foundation Partner Referrer and Referral Partner)	1.50% payable on qualified products unless agreed in writing prior to settlement.	Nil

Upfront & Trail Notes

Rates are payable on qualified products, unless agreed in writing prior to settlement.
 Rates are only applicable to transactions at or below \$5,000,000. The commission on each transaction of more than \$5,000,000 will be agreed between Judo and the relevant Founder Partner.
 No commission is payable on any Bank Guarantee product.

VBI

Nil

	LATITUDE MOTOR ASSET FINANCE
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Last updated: 01/01/2021

UPFRONT
Flat rate commission of 0.70% of the Net Amount Financed of each Motor Loan settled

VBI
Nil

Clawbacks / Reversals
<ul style="list-style-type: none"> · Commission will be reversed in full for contracts that are pre-determined within 90 days of settlement and on a pro-rata basis for accounts pre-determined between 90 – 180 days. · Commission will be reversed in full for contracts that are repossessed or charged off within 12 months of settlement.



LIBERTY ASSET FINANCE
ASSET FINANCE

Last updated: 01/11/2018

Brokerage Fee

Brokerage is no more than \$1,000 specified by you to Liberty, as part of the application fee and is payable by the customer.

Note: Turbo commission may also be payable. Please refer to Liberty for more information.

VBI

NIL

Clawbacks

Clawback applies if repayment or breach within 12 months

- 0 to 6 months 100%
- 7 to 12 months 50%



MACQUARIE LEASING
ASSET FINANCE

Last updated: 01/08/2021

UPFRONT

2.09%

Calculated on the sum of all Upfront Payments on Relevant Transactions within the specific calendar month.

Clawbacks

0-6 Months: 100%

(Losses / Write offs / Provision)

Monthly Commission will be adjusted (100% clawback) for contracts that incur either a full loss, assets are written off or provisioned by Macquarie Leasing (in accordance with its applicable policies) within the first twelve months of drawdown.

(Fraud incidence)

Monthly Commission will be adjusted (100% clawback) for contracts that are found to be fraudulent, or where the Introducer is found to have acted in a misleading or deceptive manner, as determined by Macquarie Leasing.

(Flat Cancellations)

Monthly Commission will be adjusted (100% clawback) where a contract is flat cancelled at any stage of the loan.

(Contract changes)

Monthly Commission will be adjusted (prorated) where a contract change results in a change in commission payable and/or total amount financed.

Screen reader support enabled.

 MEDFIN FINANCE		MEDFIN ASSET FINANCE
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Last updated: 16/05/2017

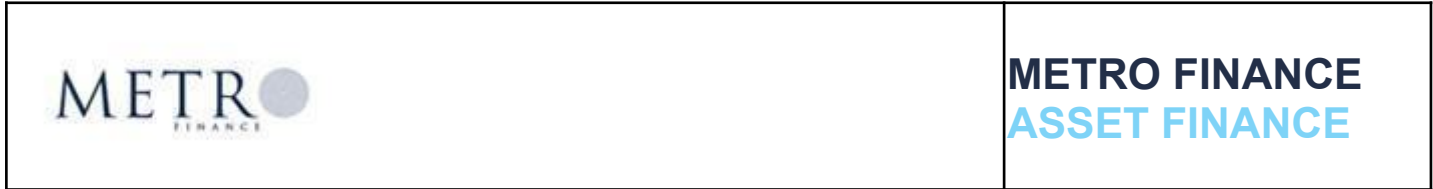
UPFRONT	TRAIL (p.a.)
Up to 3.3%	Not Applicable

Asset Finance Products

Chattel Mortgage Agreement
 Hire Purchase Agreement
 Luxury Lease Agreement
 Lease Agreement

Clawbacks

0-12 Months: 100%



Last updated: 01/01/2020

UPFRONT
 Commissions are calculated as advised by Metro Finance in writing to the Broker from time to time

VBI / PBI
 Performance Based Incentive (PBI) is calculated as the Monthly Volume, multiplied by the Volume Rate, multiplied by the Performance Factor

Volume Rates - Are as per below:
 \$0 - \$500k = Nil
 \$500k - \$2m = 0.50
 \$2m+ = 0.75%

Performance Factor is: Based on conversion Rates from app to settlement - as per below:
 0% > 39% = 60%
 40% > 49% = 80%
 50% > 59% = 100%
 60% > 69% = 120%
 70% > 100% = 140%

Clawbacks
 If a credit agreement is fully repaid or terminated before or on the last day of the 6th calendar month after the settlement date of the credit agreement then the broker must repay 100% of the upfront commission and any amount repayable following the VBI adjustment



NAB ASSET FINANCE
ASSET FINANCE

Last updated:

UPFRONT
Up to 4% of the Net Amount Financed or by negotiation

VBI
VBI Tiering PA
\$ 0 - \$12 M 0.00%
\$12 - \$20 M 0.44%
\$20 - \$30M 0.605%
\$30 M + 0.825%

Clawbacks
Refer to lender for full details.

	PEPPER ASSET FINANCE ASSET FINANCE
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Last updated:

UPFRONT 0.66% monthly fixed percentage commission amount of the Net Amount Financed for all Customer Agreements settled in the relevant calendar month (Commission).
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VBI Nil

Clawbacks Clawback Arrangements apply from the Effective Date in relation to Commissions paid by Pepper: <ul style="list-style-type: none"> • 100% of the Commission and other commissions will be subject to clawback if a Customer Agreement is written-off or if the relevant Goods are repossessed within 24 months of the settlement date. • 100% of the Commission and other commissions will be subject to clawback if a Customer Agreement is paid out within 6 months of the settlement date. • 50% of the Commission and other commissions will be subject to clawback if a Customer Agreement is paid out within 6 and 12 months of the settlement date. The Introducer must, and must procure that its Intermediaries do not require the Customer to pay them an amount as a result of an amount being required to be repaid to Pepper under the Clawback Arrangement. Despite any term in the Agreement, the parties agree that neither party is obliged to make or receive payments found to breach the National Consumer Credit Protection Regulations 2010 (as amended), and that any amounts paid which are subsequently found to be in breach must be refunded. Pursuant to the Agreement, Pepper may vary the Commission and Clawback Arrangements at any time. We will give you prior written notice of any such changes. All provisions of the Agreement will continue to apply
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Last updated: 24/03/2021

UPFRONT

Unless otherwise agreed, Commissions and Origination Fees accrue from the 25th of the month until the 24th of the following month and will be payable to you or your Aggregator in the last week of the month. All Commissions and Origination Fees inclusive of GST.

Maximum Origination Fee (including GST) must not exceed the higher of:

- (i) 8% of the NAF; or
- (ii) \$990

Intermediary Only Services commissions

(Direct referrals) Where a Customer has Drawn Down a Product as a result of a referral made by you in the course of providing Intermediary Only Services, you will be paid a Commission of \$450 (including GST).

VBI

Nil

Clawbacks

Amounts of Commissions, Origination Fees and any other amounts attributable to a Loan must be paid to us in the following conditions and amounts:

Early payout of Loan

- 0-6 Months: 100%
- 6-12 Months: 50%

Repossession/ surrender of Loan

100% if within first 24 months of Drawdown otherwise written off

Loan is refinanced due to you suggesting

100% if within 12 months of Draw Down such a refinance to a Customer

First Payment Default

100%

	SCOTPAC ASSET FINANCE ASSET FINANCE
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Last updated: 29/07/2019

UPFRONT
<p>The Broker or the aggregator may include up to a maximum of 4% brokerage for equipment finance. The brokerage amount must be disclosed to ScotPac at the time of seeking a quote for the transaction.</p>

VBI
<p>N/A</p>

Clawbacks
<p>a) If the term of the Finance facility is less than one (1) year and a Clawback event occurs within the first half of the term, then ScotPac will clawback 50% of any upfront commission paid with respect to the finance Facility.</p> <p>(b) If the term of the Finance facility is one (1) year or longer and a Clawback event occurs within the first six (6) months of the term, ScotPac will clawback 50% of any upfront commission paid with respect to the finance Facility.</p>

**WESTPAC ASSET FINANCE**
ASSET FINANCE

Last updated: 25/11/2019

Upfront Notes

Up to 4.4% of the Net Amount Financed, or by negotiation with Westpac – contact the lender for more information.
Payable by the 15th day of the month following the end of the Commission Period

Clawbacks

Refer to the lender for full details

Important: Please note that the information contained within this Schedule is a summary only and is subject to change. Please use this document as a guide only and refer to the Lender for full conditions, exceptions, clawback policies and other Information

PERSONAL LOANS, INSURANCE & OTHER

ALI Group
Allianz
Deposit Assure
Deposit Power
Latitude

LifeBroker
Loans Today Personal Loans
Pepper Money Personal Loans
PLENTI
Wisr

 PROTECTING HOME & PROPERTY BUYERS	ALI GROUP INSURANCE
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Last updated: 24/11/2022

Upfront Commission	Trail Commission
55% GST inclusive of the annualised new business premium on Introduced Policies.	7.7% GST inclusive of premiums received on Introduced Policies.

Upfront Commission
<p>Default Commission Structure: When an Introduced Policy for which the Default Commission Structure has been applied, is cancelled or lapses for any reason within 24 months of its commencement date, a proportion of the initial commission paid will be repayable.</p> <p>Where the sum insured is reduced within 24 months of its commencement date, a property of the initial commission paid by ALI is repayable.</p> <p>The clawback will apply to the premium difference. The amount to be repaid is calculated as follows:</p> <ul style="list-style-type: none"> In the first year of the policy – 100% of initial commission In the second year of the policy – 60% of initial commission



ALLIANZ
INSURANCE

Last updated: 01/07/2021

Upfront Commission

NEW BUSINESS & RENEWAL

Home & Contents: 14%

Landlord: 14%

Motor: 5%

Business Pack: 10%

Office Pack: 10%

Trades Pack: 10%

Commercial Motor: 10%

Farm Pack: 10% (For the Renewal only)

**DEPOSIT ASSURE****DEPOSIT BONDS**

Last updated: 22/11/2022

Upfront Commission

The Commission will be 25% of the deposit bond fees received by Deposit Assure for each deposit bond that has been issued that was introduced by a Deposit Assure Accredited Choice Mortgage Broker. For the avoidance of doubt, Deposit Assure will only pay a commission after it has received the deposit bond Fees.

Clawback

If a Deposit Bond applicant cancels a Deposit Bond and Deposit Assure refunds any part of the deposit bond fees paid, Deposit Assure will be entitled to receive a refund of the Commission paid for the unused period with respect to that Deposit Bond.

DÉPOSITPOWER		DEPOSIT POWER DEPOSIT BONDS
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Last updated: 01/11/2018

Upfront Commission

15% of the fee received - Long Term Guarantee

25% of the fee received - Short Term Guarantee

**LATITUDE FINANCIAL**
PERSONAL LOANS

Last updated: 05/06/2019

Upfront Commission

2.5% of the Latitude Personal Finance Loan amount for each approved and settlement Latitude Personal Finance Loan introduced by you, up to a maximum of \$1,300 to be paid for any one approved and settled loan.



Last updated: 01/01/2018

Upfront Commission

45% of the upfront commission that LB receives from the relevant insurer

Clawback

If, at any time:

- a) A client who has purchased a Financial Product from LifeBroker, cancels their Financial Product, lapses their Financial Product or otherwise ceases paying for their Financial Product during the Initial Responsibility Period for that Financial Product, or the premium has been reduced due to a circumstance triggering a clawback; and
 - b) LB is required to repay all or part of the relevant commission to the issuer of the Financial Product (Clawback Amount) the Referrer must pay on demand to LB the Referral Fee Clawback amount.
- The Referrer must refund the Referral Fee Clawback amount even if this Agreement has ended.

	LOANS TODAY PERSONAL LOANS
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Last updated: 21/08/2020

Loan Size	Referral Fee
\$5,000 - \$25,000	\$440
\$25,001 - \$35,000	\$660
\$35,001 – upwards	\$880

Notes
Amounts over \$60,000 can be negotiated when presented to the lender

	PEPPER MONEY PERSONAL LOANS
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Last updated:

UPFRONT	TRAIL (p.a.)
1.98% of the initial principal loan amount of each settled loan	No Trail commission applies

	PLENTI PERSONAL LOANS
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Last updated: 24/03/2021

UPFRONT	TRAIL (p.a.)
<p>Plenti Personal Loans Maximum Origination Fee is the higher of a) 10% of the NAF; or b) \$990</p> <p>Plenti Classic Car Loans Maximum Origination Fee is the higher of a) 8% of the NAF; or b) \$990</p>	<p>N/A</p>

Upfront

Unless otherwise agreed, Commissions and Origination Fees accrue from the 25th of the month until the 24th of the following month and will be payable to you or your Aggregator in the last week of the month.

Direct referrals: Where a Customer has Drawn Down a Product as a result of a referral made by you in the course of providing Intermediary Only Services, you will be paid a Commission of \$450 (including GST).

Clawbacks

Early payout of Loan

- 100% if within first 6 months of Draw Down
- 50% if between 6 and 12 months of Draw Down

Repossession, surrender of Loan or otherwise written off:

- 100% if within first 24 months of Draw Down

If the customer defaults on their first repayment, or the loan is refinanced within 12 months of Draw Down a 100% clawback will be applied



WISR
PERSONAL LOANS

Last updated: 01/09/2021

Broker Origination Fees

The broker may wish to charge each loan applicant a fee (Broker Origination Fee) which is in addition to and separate to the Loan Establishment Fee Wisr will charge.

The Broker Origination Fee is capped as per the following:

Broker Origination Fee	Loan Proceeds
\$500	\$5,000 to \$7,499
\$750	\$7,500 to \$9,999
\$900	\$10,000 to \$19,999
\$990	\$20,000 to \$29,999
\$1,250	\$30,000 to \$39,999
\$1,500	\$40,000 to \$49,999
\$1,990	\$50,000 to \$62,000

If the broker wishes to charge a Broker Origination Fee, the broker includes the fee when lodging the online application. The broker is responsible to ensure it holds an appropriate fee agreement with the applicant, and (if the loan is regulated by the National Credit Code) the broker must hold a quote signed by the applicant reflecting the Broker Origination Fee.

The Broker Origination Fee will be included in the loan contract and added to the Amount of Credit. Wisr will notify the broker if a loan is approved and documents issued to the applicant.

Broker commission

Secured Vehicle loans - Wisr will pay a broker commission on each settled loan of up to 2% of the Amount of Credit less fees.