

# Commercial Product Guide.

	Development/Construction	Commercial Principal & Interest	Commercial Interest Only
<b>Lending Guidelines</b>			
Loan Purpose	Residential/commercial developments and land subdivisions	Freehold retail/commercial/industrial properties (leased and owner occupied)	Freehold retail/commercial/industrial properties (leased and owner occupied)
Minimum Loan Amount	\$50,000+	\$50,000+	\$50,000+
Maximum LVR	70%	70%	70%
<b>Key Features</b>			
Interest Only Option	✓	✗	✓
Variable Rate Option	✓	✓	✓
Fixed Rate Option	✗	✓	✓
Term	To suit length of construction (generally 12 months)	Variable Rate – 12 months (can extend upon review) Fixed Rate – 1, 2 or 3 years	Variable Rate – 12 months (can extend upon review) Fixed Rate – 1, 2 or 3 years
Repayments	Half yearly interest only in arrears, due 31 March and 30 September	Monthly/fortnightly principal and interest payments over a notional period of up to 20 years	Option of monthly payments in arrears OR Half yearly interest in arrears, due 31 March and 30 September
Interest Calculation	On daily outstanding principal balance	On daily outstanding principal balance and debited to loan account on last day of the month	On daily outstanding principal balance
Interest Capitalisation	Yes – future interest payments can be included in the loan	✗	✗
Additional Payments	Yes (no penalty)	Variable Rate – Yes (no penalty) Fixed Rate – Yes	Variable Rate – Yes (no penalty) Fixed Rate – Yes
Early Payout	Yes (no penalty)	Variable Rate – Yes (no penalty) Fixed Rate – Yes	Variable Rate – Yes (no penalty) Fixed Rate – Yes
Payment Direct Debit/EFT	✓	✓	✓
Redraw	✗	Variable Rate – Yes (\$25 fee) Fixed Rate – No	Variable Rate – Yes (\$25 fee) Fixed Rate – No
Sub-accounts/Splits	✗	✗	✗
ATM/EFTPOS/Chequebook	✗	✗	✗
Phone & Internet Banking	✗	✗	✗
Loan Statements	Issued half yearly	Issued half yearly	Issued half yearly
<b>Main Fees &amp; Charges</b>			
Application Fee	0.60%	0.25%-0.50%	0.25%-0.50%
Valuation Fee	Determined on a case by case basis. Payable by applicant prior to instructions being issued to valuer	Determined on a case by case basis. Payable by applicant prior to instructions being issued to valuer	Determined on a case by case basis. Payable by applicant prior to instructions being issued to valuer
Legal Documentation	Fees determined on a case by case basis by Panel Solicitors. Based on complexity of borrowing structure. Payable by applicant	Fees determined on a case by case basis by Panel Solicitors. Based on complexity of borrowing structure. Payable by applicant	Fees determined on a case by case basis by Panel Solicitors. Based on complexity of borrowing structure. Payable by applicant
Administration Fee	From \$85 Charged half yearly in arrears	From \$15 Charged monthly	From \$85 Charged half yearly in arrears
Product Switching Fee	\$150	\$150	\$150
Closing Fee	\$150	\$150	\$150
<b>Other Fees</b>			
Quantity Surveyor Fees	Construction Loans > \$1.25m. Fee determined on a case by case basis	✗	✗
Progress Valuation Fee	Payable for all loans. Fee determined on a case by case basis	✗	✗

Interest rates subject to change. Terms, conditions, fees and charges apply. All loans subject to the bank's normal lending criteria. Victorian Securities Corporation Limited, 6 Chancery Lane, Ballarat, VIC 3350. ABN 32 004 496 208. AFSL 237904. (S34274) (04/11)

# Rural and Residential Investment Product Guide.

	Rural Principal & Interest	Rural Interest Only	Residential Investment Principal & Interest	Residential Investment Interest Only
<b>Lending Guidelines</b>				
Loan Purpose	Purchase/Refinance of rural properties	Purchase/Refinance of rural properties	Residential Investment purposes and/or any other investment	Residential Investment purposes and/or any other investment purpose
Minimum Loan Amount	\$50,000+	\$50,000+	\$5,000+	\$5,000+
Maximum LVR	70% (50% preferred maximum)	70% (50% preferred maximum)	No Mortgage Insurance - 70% Mortgage Insurance - 95%	No Mortgage Insurance - 70% Mortgage Insurance - 90%
<b>Key Features</b>				
Interest Only Option	✗	✓	✗	✓
Variable Rate Option	✓	✓	✓	✓
Fixed Rate Option	✓	✓	✓	✓
Term	Variable Rate - 12 months, (can extend upon review) Fixed Rate 1, 2 or 3 Years	Variable Rate - 12 months, (can extend upon review) Fixed Rate 1, 2 or 3 Years	Variable Rate - 12 months, (can extend upon review) Fixed Rate 1, 2 or 3 Years	Variable Rate - 12 months, (can extend upon review) Fixed Rate 1, 2 or 3 Years
Repayments	Monthly/fortnightly principal and interest payments over a notional period of up to 20 years	Option of monthly payments in arrears OR half yearly interest in arrears due 31 March and 30 September	Monthly/fortnightly principal and interest payments over a notional period of up to 30 years	Option of monthly payments in arrears OR half yearly interest in arrears due 31 March and 30 September
Interest Calculation	On daily outstanding principal balance and debited to loan account on the last day of the month	On daily outstanding principal balance	On daily outstanding principal balance and debited to loan account on the last day of the month	On daily outstanding principal balance
Interest Capitalisation	✗	✗	✗	✗
Additional Payments	Variable Rate - Yes (no penalty) Fixed Rate - Yes	Variable Rate - Yes (no penalty) Fixed Rate - Yes	Variable Rate - Yes (no penalty) Fixed Rate - Yes	Variable Rate - Yes (no penalty) Fixed Rate - Yes
Early Payout	Variable Rate - Yes (no penalty) Fixed Rate - Yes	Variable Rate - Yes (no penalty) Fixed Rate - Yes	Variable Rate - Yes (no penalty) Fixed Rate - Yes	Variable Rate - Yes (no penalty) Fixed Rate - Yes
Payment Direct Debit/EFT	✓	✓	✓	✓
Redraw	Variable Rate – Yes (\$25 fee) Fixed Rate – No	Variable Rate – Yes (\$25 fee) Fixed Rate – No	Variable Rate – Yes (\$25 fee) Fixed Rate – No	Variable Rate – Yes (\$25 fee) Fixed Rate – No
Sub-accounts/Splits	✗	✗	✗	✗
ATM/EFTPOS/Chequebook	✗	✗	✗	✗
Phone & Internet Banking	✗	✗	✗	✗
Loan Statements	Issued half yearly	Issued half yearly	Issued half yearly	Issued half yearly
<b>Main Fees &amp; Charges</b>				
Application Fee	0.25%-0.50%	0.25%-0.50%	0.25%-0.50%	0.25%-0.50%
Valuation Fee	Fee determined on a case by case basis. Payable by applicant and collected prior to instructions being issued to valuer	Fee determined on a case by case basis. Payable by applicant and collected prior to instructions being issued to valuer	Fee determined on a case by case basis. Payable by applicant and collected prior to instructions being issued to valuer	Fee determined on a case by case basis. Payable by applicant and collected prior to instructions being issued to valuer
Legal Documentation	Fee determined on a case by case basis. Prepared by Panel Solicitors. Fees based on the complexity of borrowing structure and payable by applicant	Fee determined on a case by case basis. Prepared by Panel Solicitors. Fees based on the complexity of borrowing structure and payable by applicant	Fee determined on a case by case basis. Prepared by Panel Solicitors. Fees based on the complexity of borrowing structure and payable by applicant	Fee determined on a case by case basis. Prepared by Panel Solicitors. Fees based on the complexity of borrowing structure and payable by applicant
Administration Fee	From \$15 Payable monthly	From \$85 Payable half yearly in arrears	From \$8 Payable monthly	From \$48 Payable half yearly in arrears.
Product Switching Fee	\$150	\$150	\$150	\$150
Closing Fee	\$150	\$150	\$150	\$150
<b>Other Fees</b>				
Quantity Surveyor Fees	NA	NA	NA	NA
Progress Valuation Fee	NA	NA	NA	NA

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