

Indicative Interest Rate Bulletin

Product Of The Week

MACQUARIE BANK

Mix & Match Home / Invest. Loan

- Borrow up to 90% of the property value
- Mix of PI, IO — unlimited separate sub accounts
- Line of Credit—Global borrowing limit available

Solutions and service - not just products

Business Finance Solutions

- Vehicle & Equipment Finance
- Computer/IT Equipment
- Business Acquisition
- Refinance & Restructure
- Working Capital
- Import /Trade Finance
- Invoice Discounting
- Professional Practice Finance
- Franchise funding
- Rent Roll acquisition
- Business Succession
- Management Buy Out / In
- Agricultural Finance
- Advisory Services

Commercial Property Finance Solutions

- Acquisition
- Refinance
- Development & Construction
- SMSF Loans

Residential Property Finance Solutions

- Purchase
- Refinance
- Construction
- Wealth creation
- Consolidation

Other Personal Finance Solutions

- Vehicle Buying Service
- Personal lease - non business

Rates are indicative only & subject to change without notice

Lender	V	F1	F2	F3	F4	F5
Business & Commercial Finance - risk margins—terms may apply						
Reference Rate BBSW	4.96	5.34%	5.51%	5.63%	5.81%	5.92%
Comm. Property <65%	8.49%	8.15%	8.80%	9.10%	9.30%	9.35%
Business Loan Res Sec	7.86%	7.09%	7.54%	7.89%	8.09%	8.19%
Comm. Property <75%	8.99%	Rate varies with Loan to Valuation Ratio				
Comm. Property Lo Doc	8.79%	Rate varies with Loan to Valuation Ratio				
Equipment and Vehicle Finance - Ring (03) 9890 0822 for quotes						
Computer & Tech Equip-		11.95%	11.95%	11.70%	11.70%	11.70%
New Plant & Equipment		9.60%	9.60%	8.65%	8.65%	8.65%
Yellow Goods		9.65%	9.65%	8.65%	8.65%	8.65%
Heavy Comm. Vehicles	\$50k+	8.39%	8.39%	8.39%	8.39%	8.39%
New Cars /Light Comm.	\$50k+	8.69%	8.69%	8.60%	8.60%	8.60%
Pers. Lease (Non Busi-		11.30%	11.30%	10.55%	10.55%	10.55%
Residential Investment Loans - with "package" discounts for a loan of \$300,000+						
Lender / Product	V	F1	F2	F3	F4	F5
AFN Premium Variable AF	6.46%					
AFN Prem. Var. Capped	7.04%	Rate capped at 7.04% for two years				
AFN Premium Variable	6.64%	6.79%	7.44%	7.79%	8.06%	8.20%
AFN Standard Variable	7.03%	6.79%	7.44%	7.79%	8.06%	8.20%
AFN X Premium LOC	7.03%	Equity Line of Credit				
St George	6.73%	6.74%	6.99%	7.69%	7.99%	8.04%
CBA	6.86%	6.94%	7.14%	7.29%	7.79%	7.89%
Nab	6.54%	6.84%	7.39%	7.59%	7.69%	7.89%
ANZ	6.81%	6.89%	7.22%	7.64%	7.74%	7.94%
Westpac	6.81%	6.69%	7.34%	7.19%	7.84%	7.94%
Macquarie Premium	6.81%	7.09%	7.79%	7.99%	8.09%	8.19%
Macquarie Mix / Match	6.91%	Mix P&I, IO, LOC account Max LVR 90%				

Note: Bank Variable Residential Loan Rates quoted are inclusive of the appropriate lender "package" discount but do not include the annual "package fee". These vary from \$350 to \$395 per annum and are usually debited to an associated credit card. Borrowers should check Comparison Rate Schedules for loans subject to the UCCC, these are available on request or may be obtained from the lenders' websites.



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AFN Residential Finance

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Issued: **19 July 2010**

Product Of The Week :

Macquarie Bank Mix & Match Optimum

Our most flexible investor loan product—Packaged Interest Rate 6.91%

- **Create a financial hub** for investment and debt management .
- **Mix and match multiple loan accounts**, fixed or variable interest, principal & interest or interest only or line of credit option.
- Unlimited sub accounts available after settlement.
- **Other Features**
- Global borrowing limit.
- Interest capitalisation available on part of your mortgage.
- Maximum Loan to Value Ratio of 90% inclusive of LMI capitalisation.
- Borrow from 150,000 to \$1,000,000 on each security property.
- Third party view access is available for advisers and financial planners.
- Credit Card Package discount rate available
- **Transaction options**
- Direct debit, salary credit, BP Biller, Inter Account Payments, Inwards debits & over counter payments and withdrawals at Australia Post.

Notes

A Guide to the AFN Corporate Finance Reference Rate Sheet

The AFN Reference Rate Sheet is a guide to current interest rates in the market place – to be used for planning purposes. It is not a statement that these are the best rates available.

Discounts – Residential Loans

Most lenders discount their Standard Variable Rate (SVR) for residential loans above certain size thresholds. The trade off is an annual “package” fee that is debited to a credit card—not the mortgage. Interest Rates can be expressed in many ways

Nominal Rate

The interest rate before any establishment costs and ongoing fees are taken into account. The rates overleaf are nominal rates.

Comparison Rate

The nominal rate plus the effect of known establishment and ongoing fees. All lenders are required to quote a Comparison Rate for loans that are subject to the Credit Code ie that are not business or investment loans.

Effective Rate Including Fees and Charges (ERIC)

This is the true rate – it includes ongoing fees and transaction fees and cannot be declared in advance.

BBSW Bank Bill Swap Rate Wholesale

Rates on commercial loans are based on a margin above what it costs the bank / lender to borrow the money. This is usually the Bank Bill Swap Rate, and may be called the Indicator Rate or similar. Each time the applicable BBSW moves so does your loan rate. Your loan interest rate may be expressed as 6.75% (what the bank pays) + 1.75% (the risk loading for your loan) = 8.50% - the rate you pay.

What does this mean to you?

Rate is important but so is the structure of the facility, the security that you have to provide and the relationship with the lender. A facility with a cheap rate but a crippling repayment programme is an illusion. If you have to provide more security than is required you lose any advantage from the cheap rate.

Ring for advice

You don't buy property, or vehicles based purely on price. Similarly with loans you need to look past the interest rate at what the facility will do for you.

For further advice contact the AFN team on **(03) 9890 0822**