



FACT FIND - CLIENT NEEDS ANALYSIS Understanding you and your requirements

| Agenda: ☐ Getting to know you, your goals and objectives ☐ Protecting lifestyle & assets ☐ Next steps | | | | | | | |
|---|--|--|--|--|--|--|--|
| PERSONAL DETAILS | Applicant 1 | Applicant 2 | | | | | |
| Applying as | Borrower Guarantor | Borrower Guarantor | | | | | |
| Title | Mr Mrs Ms Other (specify) | Mr Mrs Ms Other (specify) | | | | | |
| First Name | | | | | | | |
| Middle Name(s) | | | | | | | |
| Family Name | | | | | | | |
| Preferred Name (if different to above) | | | | | | | |
| Date of Birth | | | | | | | |
| Marital Status | Single Married De Facto Other | Single Married De Facto Other | | | | | |
| Dependents (number & age of each) | Number: Age(s): | Number Age(s) | | | | | |
| Driver's Licence | Number Issuing State Issue date Expiry date | Number Issuing State Issue date Expiry date | | | | | |
| Mother's Maiden Name | | | | | | | |
| Residency | Permanent Australian Resident Yes No Status Citizen Resident Non-resident Country of residency | Permanent Australian Resident Yes No Status Citizen Resident Non-resident Country of residency | | | | | |
| Nearest Relative or Friend (may be required by your lender) | Name Address Phone Email Relationship | Name Address Phone Email Relationship | | | | | |
| Home Phone Number | | | | | | | |
| Mobile Number | | | | | | | |
| Email Address | | | | | | | |
| Preferred Method of Contact | | | | | | | |
| Current Residential Details | Street address Suburb State Postcode Date moved in Status Own Rent Other (specify) | Street address Suburb State Postcode Date moved in Status Own Rent Other (specify) | | | | | |
| Previous Address (If less than 2 years on above address) Other Notes | Street address Suburb State Postcode Date moved in Status Own Rent Other (specify) | Street address Suburb State Postcode Date moved in Status Own Rent Other (specify) | | | | | |

| EMPLOYMENT DETAILS | Applicant 1 | Applicant 2 |
|------------------------------|---|---|
| | - pp | |
| CURRENT – Primary | | |
| Type & Status | ☐ PAYG ☐ Self-employed ☐ Not employed ☐ Full time ☐ Part time ☐ Casual ☐ Contract | ☐ PAYG ☐ Self-employed ☐ Not employed ☐ Full time ☐ Part time ☐ Casual ☐ Contract |
| Occupation | | |
| Employer Name | | |
| Employer Address | Street address Suburb State Postcode | Street address Suburb State Postcode |
| Employer Contact Details | Name Number | Name Number |
| Date Commenced | | |
| Probation Period | Yes No If yes - end date | Yes No If yes - end date |
| CURRENT – Secondary/Other | T | T |
| Type & Status | PAYG Self-employed Not employed Full time Part time Casual Contract | PAYG Self-employed Not employed Full time Part time Casual Contract |
| Occupation | | |
| Employer Name | | |
| Employer Address | Street address Suburb State Postcode | Street address Suburb State Postcode |
| Employer Contact Details | Name Number | Name Number |
| Date Commenced | | |
| Probation Period | Yes No If yes - end date | Yes No If yes - end date |
| PREVIOUS – if current employ | ment less than 2 years | |
| Type & Status | ☐ PAYG ☐ Self-employed ☐ Not employed ☐ Full time ☐ Part time ☐ Casual ☐ Contract | ☐ PAYG ☐ Self-employed ☐ Not employed ☐ Full time ☐ Part time ☐ Casual ☐ Contract |
| Occupation | | |
| Employer Name | | |
| Employer Address | Street address Suburb State Postcode | Street address Suburb State Postcode |
| Employer Contact Details | Name Number | Name Number |
| Period Employed | From To | From To |

FINANCIAL POSITION – Monthly Income & Expenses

| NET INCOME | Current (\$) | After Settlement (\$) | EXPENSES | Current (\$) | After Settlement (\$) |
|---|--------------|-----------------------------|---|--------------|-----------------------------|
| Primary Employment | | | Credit Commitments | | |
| Applicant 1: | | | Existing Mortgage – Primary Residence | | |
| Applicant 2 | | | Existing Mortgage – Other Home | | |
| Secondary Employment | | | Existing Mortgage(s) – Investment - total repayments | | |
| Applicant 1: | | | Proposed Mortgage(s) – Investment - total repayments | N/A | |
| Applicant 2 | | | Margin Loan(s) | | |
| Government Benefits (Centrelink/DVA) | | | Credit Card(s) at 4% of limit | | |
| Investment – Property | | | Store Card(s) & 'buy now pay later' plans | | |
| Existing – total rent received | | | Personal Loan(s) | | |
| Proposed – total rent to be received | N/A | | Vehicle Finance | | |
| Investments – Other (e.g. cash, shares, managed funds) | | | Other e.g. ATO repayment plans, family loans | | |
| Overseas Sources – convert to AUD | | | Living Expenses | | |
| Other Sources | | | Childcare including nannies | | |
| | | | Child maintenance | | |
| | | | Clothing and personal care | | |
| | | | Education – public and/or private school fees, uniforms & activities | | |
| | | | HECS/HELP | | |
| | | | Groceries - supermarket, meat, fruit & vegetables | | |
| | | | Insurances – health, home, contents, life, income protection, pet & voluntary super | | |
| | | | Investment property utilities, maintenance & other related costs | | |
| | | | Medical and Health Costs – doctor, dental, optical and pharmaceutical | | |
| | | | Other unique items | | |
| | | | Owner occupied property maintenance, utilities, rates and related costs | | |
| | | | Recreation and Entertainment - dining out, movies, gifts, memberships, pet care | | |
| | | | Connections – phone, mobile, internet, cable TV, streaming services | | |
| | | | Transport – public, car expenses (petrol, registration, insurance, servicing & tolls) | | |
| | | | Rent or Board | | |
| TOTAL NET INCOME (A) | | | TOTAL EXPENSES AFTER SETTLEMENT (B) | | |
| | NET M | ONTHLY SURP | LUS (A – B) | | |

TAX RESIDENCY

| | Applicant 1 | Applicant 2 |
|--|-------------|-------------|
| Are you a tax resident of a foreign country? | Yes No No | Yes No No |
| If you answered 'Yes' to the above question, please provide your country of tax residency and your citizenship status. Please note: You will need to provide your Tax Identification Number to the lender as part of your application process. | | |

SELF EMPLOYED APPLICANTS (if applicable)

| BUSINESS DETAILS & FINANCIAL POSITION | | | | | | | |
|---|--------|-----------------------|------------|------------------------------|-------------------------------|-----------|--|
| Name of entity | | ABN/ACN | | | Date | | |
| Type of entity | ☐ Sole | trader | ☐ Compa | ny 🗌 Trust 🔲 Other | | | |
| Trustees (if applicable) | | | Registered | trading name | Beneficiaries (if applicable) | | |
| | | | | | | | |
| | | Latest Financial Year | (\$) | Previous Financial Year (\$) | | Comments | |
| Sales | | | | | | | |
| Less cost of goods sold | | | | | | | |
| Gross profit | | | | | | | |
| Operating expenses | | | | | | | |
| Net Profit Before Tax | | | | | | | |
| Addbacks | | | | | | | |
| One off expense(s) | | | | | | | |
| Interest | | | | | | | |
| Depreciation | | | | | | | |
| Directors fees & salaries | ; | | | | | | |
| Superannuation contribu | itions | | | | | | |
| Other | | | | | | | |
| Sub Total | | | | | | | |
| Less Tax | | | | | | | |
| TOTAL NET INCOME | | | | | | | |
| Are you aware of any future changes to business income that may affect your ability to meet your financial obligations? If Yes, please provide further details Yes No | | | | | | | |
| Has the income been con If No, please provide further | | the last two years? | | | | Yes No No | |

FINANCIAL POSITION – Assets & Liabilities

| Primary Residence | CURRENT ASSETS | Desc | cription | | Estimated Value | (\$) Mon | hly Income (\$) | Ownership |
|---|--|--------------------|--------------|------------|-----------------|----------|-----------------|--|
| Investment Property 1 | Primary Residence | | | | | | | ☐ App 1 ☐ App 2 |
| Investment Property 2 | Other Home | | | | | | | ☐ App 1 ☐ App 2 |
| Investment Property 3 | Investment Property 1 | | | | | | | ☐ App 1 ☐ App 2 |
| Vehicle 1 | Investment Property 2 | | | | | | | ☐ App 1 ☐ App 2 |
| Vehicle 2 | Investment Property 3 | | | | | | | ☐ App 1 ☐ App 2 |
| Boat/Caravani/Leisure | Vehicle 1 | | | | | | | ☐ App 1 ☐ App 2 |
| Bank Account 2 | Vehicle 2 | | | | | | | ☐ App 1 ☐ App 2 |
| Bank Account 2 | Boat/Caravan/Leisure | | | | | | | ☐ App 1 ☐ App 2 |
| Bank Account 3 | Bank Account 1 | | | | | | | ☐ App 1 ☐ App 2 |
| Bank Account 4 | Bank Account 2 | | | | | | | ☐ App 1 ☐ App 2 |
| Term Deposits | Bank Account 3 | | | | | | | ☐ App 1 ☐ App 2 |
| Investments/Shares/ Managed Funds Superannuation Superannuation Contents & Valuables Other (specify) TOTAL ASSETS CURRENT LIABILITIES Cender / Loan Type Current Loan Type Balance (\$) Limit (\$) Repayments Remaining To be cleared Limit (\$) Rate (%pa) To be cleared Limit (\$) Rate (%pa) Rate (%pa) Limit (\$) Limit | Bank Account 4 | | | | | | | ☐ App 1 ☐ App 2 |
| Managed Funds | Term Deposits | | | | | | | ☐ App 1 ☐ App 2 |
| Superannuation App 1 App 2 Contents & Valuables App 1 App 2 Other (specify) App 1 App 2 App | | | | | | | | ☐ App 1 ☐ App 2 |
| Contents & Valuables Other (specify) TOTAL ASSETS CURRENT LIABILITIES Lender / Loan Type Balance (\$) Limit (\$) Repayments Monthly (\$) Repayments Rate (%pa) Reter (%pa) To be cleared Mortgage – Primary Residence Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Mortgage – Investment Credit Card 1 Credit Card 2 Store Cards Buy now pay later Plans Personal Loan 1 Personal Loan 2 Vehicle Finance 1 Vehicle Finance 2 HECS/HELP ATO Repayment Plan Credit Cispecify) Mapp 1 | Superannuation | | | | | | | ☐ App 1 ☐ App 2 |
| Other (specify) | Superannuation | | | | | | | ☐ App 1 ☐ App 2 |
| TOTAL ASSETS CURRENT LIABILITIES | Contents & Valuables | | | | | | | ☐ App 1 ☐ App 2 |
| CURRENT LIABILITIES Lender / Loan Type Balance (\$) Limit (\$) Repayments Monthly (\$) Rate (%pa) Remaining To be cleared Yes No Yes No Mortgage - Primary Residence Mortgage - Investment Property 1 Yes No Mortgage - Investment Property 2 Mortgage - Investment Property 3 Yes No Mortgage - Investment Property 3 Yes No Mortgage - Investment Property 3 Yes No Yes No Mortgage - Investment Property 3 Yes No Mortgage - Investment Property 3 Yes No Mortgage - Investment Property 3 Yes No | Other (specify) | | | | | | | ☐ App 1 ☐ App 2 |
| Monthage | TOTAL ASSETS | | | | | | | |
| Residence | | | | | | | | |
| Mortgage – Investment Property 1 | CURRENT LIABILITIES | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | To be cleared |
| Property 1 | Mortgage – Primary | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | |
| Property 2 | Mortgage – Primary Residence | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | ☐ Yes ☐ No |
| Property 3 | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| Credit Card 1 | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | ☐ Yes ☐ No ☐ Yes ☐ No ☐ Yes ☐ No |
| Yes No Store Cards Yes No Yes Yes No Yes | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No Yes No Yes No Yes No |
| Store Cards | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No Yes No Yes No Yes No Yes No |
| 'Buy now pay later' Plans Yes No Personal Loan 1 Yes No Personal Loan 2 Yes No Vehicle Finance 1 Yes No Vehicle Finance 2 Yes No HECS/HELP Yes No ATO Repayment Plan Yes No Other (specify) Yes No | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| Personal Loan 1 | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| Personal Loan 2 | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 Credit Card 2 Store Cards | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| Vehicle Finance 1 | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 Credit Card 2 Store Cards | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| Vehicle Finance 2 | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 Credit Card 2 Store Cards 'Buy now pay later' Plans Personal Loan 1 | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| HECS/HELP | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 Credit Card 2 Store Cards 'Buy now pay later' Plans Personal Loan 1 | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| ATO Repayment Plan Other (specify) Yes No | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 Credit Card 2 Store Cards 'Buy now pay later' Plans Personal Loan 1 Personal Loan 2 Vehicle Finance 1 | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| Other (specify) | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 Credit Card 2 Store Cards 'Buy now pay later' Plans Personal Loan 1 Personal Loan 2 Vehicle Finance 1 | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 Credit Card 2 Store Cards 'Buy now pay later' Plans Personal Loan 1 Personal Loan 2 Vehicle Finance 1 Vehicle Finance 2 HECS/HELP | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No |
| TOTAL LIABILITIES | Mortgage – Primary Residence Mortgage – Other Home Mortgage – Investment Property 1 Mortgage – Investment Property 2 Mortgage – Investment Property 3 Margin Loan Credit Card 1 Credit Card 2 Store Cards 'Buy now pay later' Plans Personal Loan 1 Personal Loan 2 Vehicle Finance 1 Vehicle Finance 2 HECS/HELP ATO Repayment Plan | Lender / Loan Type | Balance (\$) | Limit (\$) | | | | Yes No Yes No |

INSURANCE

| ТҮРЕ | Person/Asset Insured | Insurer & Policy No. | Value | Renewal Date |
|---|----------------------|----------------------|-------|--------------|
| Home & Contents – Primary Residence | | | | |
| Home & Contents – Other Home | | | | |
| Home, Contents & Landlord – Investment Properties | | | | |
| Vehicles | | | | |
| Boat/Caravan/Leisure | | | | |
| Income Protection | | | | |
| Life/Trauma/TPD | | | | |
| Private Health | | | | |
| Business & Key Person | | | | |
| Other (specify) | | | | |

| PROTECTING LIFESTYLE AND ASSETS |
|---|
| Do you have a CURRENT WILL in place? Yes No |
| Buying a house is a significant new asset – If you do not have a will, the court will appoint an administrator and there is no guarantee that the family's needs will be met according to their wishes. |
| Do you have adequate home and contents insurance? Yes No |
| • In the event of a serious illness/accident that stops you from working for a prolonged period of time, how will you pay your mortgage (or rent if you were to sell the property), cover other liabilities and ongoing expenses? |
| • In the event of a terminal illness or accident resulting in death, how would your family maintain the lifestyle they are accustomed to now (for example pay the mortgage, pay for school fees, day to day living expenses)? |
| • What stress would be placed on your family and/or personal relationships in the event you were struggling financially after a serious illness or accident? |
| Smoker? Applicant 1 Yes |
| Would you like to arrange a meeting to discuss options for your current and future insurance needs? Yes ☐ No ☐ |

PROFESSIONAL ADVISERS

| TYPE | Firm Name | Contact Name | Contact Details | Comments |
|-----------------------|-----------|--------------|-----------------|----------|
| Accountant | | | | |
| Financial Adviser | | | | |
| Solicitor/Conveyancer | | | | |
| Real Estate Agent | | | | |
| Insurance Broker | | | | |
| Property Buyers Agent | | | | |
| Builder | | | | |
| Other (specify) | | | | |

FINANCE NEEDS & OBJECTIVES

| LOAN REQUIREMENTS & PURP | OSE | | | | | |
|---|--|----------------------------|--|--|--|--|
| What is the loan amount you wish to apply for? | | | | | | |
| What is the intended occupancy of the property | ? | | | | | |
| What is the purpose (or multiple purposes) for o | obtaining finance? | | | | | |
| ☐ Purchase owner occupied property | ☐ Purchase an investment property | ☐ Purchase land | | | | |
| Construction for owner occupation | Construction for investment | Renovations & improvements | | | | |
| Refinance | Equity release/Top-up for other purchases | ☐ Debt consolidation | | | | |
| Other (specify) | | | | | | |
| What is the loan term you wish to apply for? | □ 20 Y □ 25 Y □ 30 Y | | | | | |
| How long do you expect to remain in this prope | erty? years months | | | | | |
| CREDIT HISTORY | | | | | | |
| Applicant 1: | | | | | | |
| Have you ever had any financial judgments or le If 'yes' please provide specific details: | gal proceedings recorded against you? | □ No | | | | |
| Are all of your current credit 'finance' commitmer If 'no' please provide details on how you plan to | nts up to date? | ts in order/up to date: | | | | |
| Applicant 2: | | | | | | |
| Have you ever had any financial judgments or le If 'yes' please provide specific details: | gal proceedings recorded against you? | □ No | | | | |
| Are all of your current credit 'finance' commitments up to date? Yes No If 'no' please provide details on how you plan to bring your financial position and/or loan repayments in order/up to date: | | | | | | |
| RISK PROFILE | | | | | | |
| Applicant 1: | | | | | | |
| Are you concerned about rising interest rates? | (On a scale of 1-10: 1 is not concerned / 10 is h | ighly concerned) | | | | |
| Would you consider taking a fixed rate (either all fixed, or a split loan with part fixed and part variable)? Yes No How would you rate your current job security? (On a scale of 1-10: 1 is not secure – 10 is highly secure) | | | | | | |
| Applicant 2: | | | | | | |
| Are you concerned about rising interest rates? | (On a scale of 1-10: 1 is not concerned / 10 is h | ighly concerned) | | | | |
| | all fixed, or a split loan with part fixed and part var (On a scale of 1-10: 1 is not secure / 10 is highly | | | | | |

| LENDER PREI | FERENCE | | | | | | |
|---|--------------------------------|--|---|--|--|--|--|
| Do you have a preference for the type of lender that you would like to deal with for? | | | | | | | |
| Are there any lenders that you do not wish to deal with? | | | | | | | |
| Are there particular I | enders that you would | prefer? | | | | | |
| Are there any produc | ct types that you are ir | nterested in? | | | | | |
| LOAN PREFEI | RENCE | Priority | Reason for requirements | | | | |
| Principal & interes | est | ☐ Must have ☐ Nice to have | ☐ Flexibility ☐ Additional repayments ☐ Redraw & Offset ☐ Other | | | | |
| ☐ Interest only | I/O Term | Optional Must have Nice to have Optional | ☐ Preserve cash flow ☐ Tax benefits ☐ Construction ☐ Other | | | | |
| Fixed rate | Fixed Term | ☐ Must have ☐ Nice to have ☐ Optional | ☐ Concerned about interest rates ☐ Stability of repayments ☐ Rate Lock ☐ Other | | | | |
| Split loan (part fixed and/o | r part variable) | ☐ Must have ☐ Nice to have ☐ Optional | ☐ Flexibility ☐ Additional repayments ☐ Advanced features ☐ Other | | | | |
| ☐ Basic variable | | ☐ Must have ☐ Nice to have ☐ Optional | ☐ Low rate and fees with less features ☐ Other | | | | |
| ☐ Offset account | | ☐ Must have ☐ Nice to have ☐ Optional | ☐ Pay loan off as quickly as possible ☐ Other | | | | |
| ☐ Multiple Offset a | accounts | ☐ Must have ☐ Nice to have ☐ Optional | ☐ Pay loan off as quickly as possible ☐ Other | | | | |
| Redraw | | ☐ Must have ☐ Nice to have ☐ Optional | Availability of funds Other | | | | |
| ☐ Access to Branc | h network | ☐ Must have ☐ Nice to have ☐ Optional | ☐ Convenience | | | | |
| Other features re | equired (specify) | | | | | | |
| CHANGES TO | CURRENT CIF | RCUMSTANCES | s | | | | |
| the loan? Yes At what age are you | □ No planning to retire? | If 'yes' please | our future financial circumstances that could ADVERSELY impact your ability to repay be provide specific details: selected a term i.e. 25 years but you expect to retire in 15 years, please specify how you before you retire (what is your retirement plan)? | | | | |
| Applicant 2: Do you plan or anticithe loan? Yes | ipate changes (other t ☐ No | han retirement) to you If 'yes' please | our future financial circumstances that could ADVERSELY impact your ability to repay the provide specific details: | | | | |
| | | At what age are you planning to retire? If you have selected a term i.e. 25 years but you expect to retire in 15 years, please specify how you will continue to make loan repayments or have paid out the loan before you retire (what is your retirement plan)? | | | | | |

| SECURITY POSITION | | | | | | |
|--|---------------------------------|------------|---------------------------|---------------------|----------|---------------------------------|
| Security Property | Property Type / Details | Valu | e | Source Of Value | | Ownership |
| | 7,7 3,77 | | | OI value | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| ESTIMATED TRANSACTION | ON COSTS | | | | | |
| Purchase price | | | Equit | y from existing pro | perty | |
| Refinance amount (including exit cos | ts) | | Proce | eeds from property | / sale | |
| Debts being consolidated | | | Depo | sit paid | | |
| Lender application & valuation fee(s) | | | Savir | ngs | | |
| Stamp Duty | | | Gift(s) – non-refundable | | | |
| Registration – mortgage & transfer | | | Grant – First Home Owners | | | |
| Legal fees | | | Sale of other assets | | | |
| Lenders mortgage insurance | | | Other contribution(s) | | | |
| Other fees & costs | | | New loan(s) | | | |
| TOTAL COSTS | | | TOTAL FUNDS | | | |
| CALCULATING LOAN TO | VALUE RATIO (LVR) | | | | | |
| Total amount to be borrowed | | | | | | |
| Total security value | | | | | | |
| LVR (loan amount / by security value | x 100) | | | | | |
| | | | | | | |
| INTERVIEW & KEY OUTC | OME NOTES - (objectiv | es & go | als – | e.g. short to m | ediun | n term; applicants' priorities) |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| CLIENT DECLARATION | | | | | | |
| By signing below, I/we agree and acknowledge.I/we have received and carefully rea | | | | | | |
| • the information provided by me/us ir | | complete | and is | the basis on whic | h credit | assistance will be provided to |
| me/us; if I/we have not provided full and/or requirements and/or needs; | accurate information, my broker | will not b | e able | to fully analyse my | /our cu | rrent financial situation, |

ADDITIONAL NOTES ON REQUIREMENTS AND OBJECTIVES

Name Signature Date Applicant 1 Applicant 2

In providing credit assistance, my broker has not provided any financial, taxation or legal advice or made any enquiries about the appropriateness of any such advice that I/we may have received.

PRIVACY DISCLOSURE STATEMENT AND CONSENT

In handling your personal information, **Appropriate Finance Solutions** Pty Ltd **ABN**: **44 162 291 563** and its individual representatives are authorised credit representatives of Connective Credit Services Pty Ltd ACN 143 651 496 (Australian Credit Licence 389328) Level 20, 567 Collins Street, Melbourne VIC 3000 Phone: 1300 656 637 is committed to complying with the Privacy Act 1988 and the Australian Privacy Principles.

How and why we collect your personal information - We collect personal information from you when you apply for or use our products and services, in particular the products and services you require.

'Personal information' may include any sensitive information (including health information) and may include any information you tell us about any vulnerability you may have.

Providing Your Personal Information to Other Organisations - In providing products and services to you it may be necessary for us to retain your personal information and provide it to other organisations with which we conduct business. We may exchange the information with the following types of entities, some of which may be located overseas:

- · Organisations which provide finance or other products to you or to whom an application has been made
- · Finance consultants, accountants and auditors, conveyancers, legal advisers, insurers and mailing services
- Any associates, related entities, contractors and our mortgage aggregator (Connective)
- · Any industry body, tribunal, court or otherwise in connection with any complaint regarding our services
- · Any person where we are required by law to do so
- Your referees, such as your employer, to verify information you have provided
- · Any person considering acquiring an interest in our business or assets
- · Any organisation providing online verification of your identity.

Your rights - You may gain access to the personal information that we hold about you by contacting us. You can also contact us to btain a copy of our privacy policy. The policy contains information about how you can access or seek correction of the information we hold about you, how we manage that information and our complaints process.

If your personal information is not provided - If you do not provide us with all of the information we request we may be unable to supply to you the product or service that you require.

Consent to provide your personal information to a credit reporting body (CRB) - we can act as your agent to obtain a report or information about your consumer or commercial credit worthiness from a (CRB), we may disclose personal information such as your name, date of birth and address to the CRB to obtain an assessment of whether that personal information matches information held bu it.

| ☐ Yes - I/we appoint Areef Sheikh of Appropriate Finance Solutions to obtain a credit report on my/our behalf. | | |
|---|----------------|------------------|
| Consent to receive marketing Information - you consent to us doing so & we may provide you with information from time to time about new products and services available to you from us or other businesses with whom we have a relationship. Your consent to our providing this information to you will be implied unless you notify us that you do not wish to receive this information. | | |
| I/we do not wish to receive marketing information: (please tick to confirm) | | |
| Consent to receive documents electronically - you consent to us providing you with documents by electronic communication, you confirm that paper documents may no longer be given and electronic communications must be regularly checked for documents. Consent to the giving of documents by electronic communication may be withdrawn at any time. | | |
| I/we do not wish to receive documents electronically: (please tick to confirm) | | |
| By signing this consent you agree that we may collect, use and disclose your information: | | |
| Name: | Signature: | Date: |
| Address: | Date of Birth: | Drivers Licence: |
| Name: | Signature: | Date: |
| Address: | Date of Birth: | Drivers Licence: |