



# PRODUCT GUIDE

**Effective from 15/05/2026**

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## Who is Blue Whale Money?

### Your Path to Success in Mortgage Brokerage

Blue Whale Money is an Australian non-bank lender offering a fresh and innovative approach to non-bank lending for accredited mortgage brokers. Whether you are seeking residential or commercial loans, our client-focused solutions are crafted with flexibility and speed in mind, ensuring we meet the diverse needs of today's market.

## Our Mission, Vision & Value

At Blue Whale Money, we are committed to empowering brokers with streamlined, flexible, and client-focused mortgage solutions. Our vision is to lead the industry with ethical practices and innovative approaches that make a real difference. Integrity, innovation, and support are at the heart of everything we do, ensuring that we always put our clients first.



### "Save More, Save Ocean: Make a Difference with Blue Whale Money"

With every loan settled, we intend to donate \$200 to the Australian Marine Conservation Society (AMCS). Our initiative reflects our dedication to protecting Australia's marine life and ecosystems. By choosing Blue Whale Money, you are not just securing a loan - you are also helping to preserve our oceans.

## Why Choose Blue Whale Money



### Flexible Lending Options

Blue Whale Money offers a wide range of lending options to meet the unique financial needs of your clients.



### Quick & Easy

Blue Whale Money offers a streamlined and hassle-free application process, allowing you to focus on more important matters at hand.



### Ethical Practices

Blue Whale Money's sustainability initiatives allows you to make a real difference in Australia's ecosystem when choosing our options.

| Borrower Type             | Individual Only                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
|---------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------|---------|-------|-------|-------|------|-----------|---------|-----|----------|------|-----------|-----------|---------|--|------|-----------|---------|-----|------------|------|-----------|---------|---------|--|------|-----------|---------|---------|
| Cashout                   | (i) ≤\$650,000 if the LVR is ≤ 70%;<br>(ii) ≤\$400,000 if the LVR is > 70% ≤ 80%; and<br>(iii) ≤\$100,000 if the LVR is > 80% and ≤ 90% with LMI                                                                                                                                                                                                                                                                                                                                                                              |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Maximum LVR               | 90%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| LMI Requirement           | Over 80% LVR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Maximum Loan Amount       | \$2,000,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Maximun Borrower Exposure | \$2,500,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Maximum Loan Term         | 30 Years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| NSR/DTI                   | NST 1.0X / DTI < 8                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Debt Consolidation        | N                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Vacant Land / Rural Lnad  | N                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| High Density Apartment    | (i) Not locate in the Inner City<br>(ii) The Property must have a minimum dwelling size of 50 square metres<br>(iii) A separate bathroom<br>(iv) A kitchen (shared or communal kitchens are not acceptable)<br>(v) Laundry facilities (shared or communal laundry facilities are not acceptable)                                                                                                                                                                                                                              |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Mortgage Arrears          | N                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Other Arrears             | N                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Discharged Bankruptcy     | N                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Defaults                  | ≤2 (paid) to non-financial institution, \$1,000, paid at least 6 months                                                                                                                                                                                                                                                                                                                                                                                                                                                       |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Location                  | Cat 1 & 2 & 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Full-time/Part-time Job   | 6 months Current/12 months Industry                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Casual                    | 12 months Current                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Self Employed ABN & GST   | i) Minimum 24 months<br>ii) Minimum 12 months GST Registered                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Documentation-PAYG        | 2 payslips plus one of:<br>i) income statement<br>ii) employment letter<br>iii) 1 month bank statement                                                                                                                                                                                                                                                                                                                                                                                                                        |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Documentation-SE Full Doc | 2 years of company and individual tax returns<br>2 years individual tax returns<br>2 year Notice of Assessment                                                                                                                                                                                                                                                                                                                                                                                                                |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Documentation-SE Alt Doc  | N/A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |           |           |         |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| LVR Metrics               | <table><tr><th>LVR</th><th></th><th>Cat 1</th><th>Cat 2</th><th>Cat 3</th></tr><tr><td>Owner</td><td>≤90%</td><td>1,250,000</td><td>600,000</td><td>N/A</td></tr><tr><td>Occupied</td><td>≤80%</td><td>2,000,000</td><td>1,000,000</td><td>500,000</td></tr><tr><td></td><td>≤90%</td><td>1,250,000</td><td>600,000</td><td>N/A</td></tr><tr><td>Investment</td><td>≤80%</td><td>1,500,000</td><td>750,000</td><td>450,000</td></tr><tr><td></td><td>≤70%</td><td>2,000,000</td><td>900,000</td><td>600,000</td></tr></table> | LVR       |           | Cat 1   | Cat 2 | Cat 3 | Owner | ≤90% | 1,250,000 | 600,000 | N/A | Occupied | ≤80% | 2,000,000 | 1,000,000 | 500,000 |  | ≤90% | 1,250,000 | 600,000 | N/A | Investment | ≤80% | 1,500,000 | 750,000 | 450,000 |  | ≤70% | 2,000,000 | 900,000 | 600,000 |
| LVR                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Cat 1     | Cat 2     | Cat 3   |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Owner                     | ≤90%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1,250,000 | 600,000   | N/A     |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Occupied                  | ≤80%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,000,000 | 1,000,000 | 500,000 |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
|                           | ≤90%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1,250,000 | 600,000   | N/A     |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
| Investment                | ≤80%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1,500,000 | 750,000   | 450,000 |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |
|                           | ≤70%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,000,000 | 900,000   | 600,000 |       |       |       |      |           |         |     |          |      |           |           |         |  |      |           |         |     |            |      |           |         |         |  |      |           |         |         |

| Annual Account Fee | Application Fee | Settlement Fee | Discharge Fee | Solicitor Fee | Valuation Fee |
|--------------------|-----------------|----------------|---------------|---------------|---------------|
| \$395              | \$575           | \$350          | \$990         | From \$300    | From \$180    |

|                |       |                |            |       |                |
|----------------|-------|----------------|------------|-------|----------------|
| Owner Occupied | ≤ 90% | \$1,250,000.00 | Investment | ≤ 90% | \$1,250,000.00 |
|                | ≤ 80% | \$2,000,000.00 |            | ≤ 80% | \$1,500,000.00 |
|                |       |                |            | ≤ 70% | \$2,000,000.00 |

Special Discount

For loans up to \$2m, the discount is 0.10% p.a. regardless of LVR.

For loans up to \$1.1m, the discount is 0.15% at ≤70% LVR and 0.10% at ≤80% LVR.

\*Loans submitted from 1th July 2026 to 31th July 2026 (inclusive)

2 Year Clawback

| Loan Type                   | (I) Variable LVR ≤60% |       | (I) Variable LVR ≤70% |       | (II) Variable LVR >70%<80% |       |
|-----------------------------|-----------------------|-------|-----------------------|-------|----------------------------|-------|
|                             | P&I                   | IO    | P&I                   | IO    | P&I                        | IO    |
| (1) Owner Occupied ≤ \$1.1M | 6.99%                 | 7.34% | 7.16%                 | 7.51% | 7.26%                      | 7.61% |
| (2) Owner Occupied > \$1.1M | 7.14%                 | 7.49% | 7.31%                 | 7.66% | 7.41%                      | 7.76% |
| (3) Investment ≤ \$1.1M     | 7.19%                 | 7.54% | 7.36%                 | 7.71% | 7.46%                      | 7.81% |
| (4) Investment > \$1.1M     | 7.34%                 | 7.69% | 7.51%                 | 7.86% | 7.61%                      | 7.96% |

No Clawback (Add 1% Risk Fee + GST)

| Loan Type                   | (I) Variable LVR ≤60% |       | (II) Variable LVR ≤70% |       | (III) Variable LVR <80% |       |
|-----------------------------|-----------------------|-------|------------------------|-------|-------------------------|-------|
|                             | P&I                   | IO    | P&I                    | IO    | P&I                     | IO    |
| (1) Owner Occupied ≤ \$1.1M | 6.39%                 | 6.74% | 6.56%                  | 6.91% | 6.66%                   | 7.01% |
| (2) Owner Occupied > \$1.1M | 6.54%                 | 6.89% | 6.71%                  | 7.06% | 6.81%                   | 7.16% |
| (3) Investment ≤ \$1.1M     | 6.59%                 | 6.94% | 6.76%                  | 7.11% | 6.86%                   | 7.21% |
| (4) Investment > \$1.1M     | 6.74%                 | 7.09% | 6.91%                  | 7.26% | 7.01%                   | 7.36% |



Limited Time Offer!

Take advantage of our exclusive limited-time mortgage rates discount!

| Super Prime ≤ \$1.1M |    | LVR ≤ 60% | LVR ≤ 70% | LVR ≤ 80% |
|----------------------|----|-----------|-----------|-----------|
| Discount p.a.        | IO | 0.15%     | 0.15%     | 0.15%     |

| Variable rate p.a. |  | Super Prime ≤ \$1.1M |
|--------------------|--|----------------------|
| LVR ≤ 60%   P&I    |  | -0.1%                |
| LVR ≤ 50%   P&I    |  | -0.2%                |

| Borrower Type                     | Individual/Company/Trust                                                                                                                                                                                            |
|-----------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Cashout                           | Unlimited for acceptable stated purpose                                                                                                                                                                             |
| Maximum LVR                       | 85%                                                                                                                                                                                                                 |
| Maximum Loan Amount               | \$3,500,000                                                                                                                                                                                                         |
| Maximum Borrower Exposure         | \$5,000,000                                                                                                                                                                                                         |
| Maximum Loan Term                 | 40 Years                                                                                                                                                                                                            |
| LMI Requirement                   | Over 80% LVR                                                                                                                                                                                                        |
| Debt Consolidation                | Y                                                                                                                                                                                                                   |
| NSR                               | 1.0x                                                                                                                                                                                                                |
| Vacant Land                       | Y (Up to 75% LVR), Investment only                                                                                                                                                                                  |
| Inner City High Density Apartment | Y                                                                                                                                                                                                                   |
| Mortgage Arrears                  | N                                                                                                                                                                                                                   |
| Other Arrears                     | N                                                                                                                                                                                                                   |
| Discharged Bankruptcy             | N                                                                                                                                                                                                                   |
| Defaults                          | \$1,500 paid                                                                                                                                                                                                        |
| Location                          | Cat 1 & 2 & 3*                                                                                                                                                                                                      |
| Full-time/Part-time Job           | 6 months Current/12 months Industry                                                                                                                                                                                 |
| Casual                            | 12 months Current                                                                                                                                                                                                   |
| Self Employed ABN & GST           | i) Minimum 24 months<br>ii) Minimum 12 months GST Registered                                                                                                                                                        |
| Documentation-PAYG                | 2 payslips plus one of:<br>i) income statement<br>ii) employment letter<br>iii) 1 month bank statement                                                                                                              |
| Documentation-SE Full Doc         | 1 year of company and individual tax returns<br>1 year financial statements and either:<br>i) Latest financials accompanied by an accountant's letter<br>ii) Previous year's financials with a Notice of Assessment |
| Documentation-SE Alt Doc          | Declaration of financial position plus one of the following:<br>i) Accountant Letter<br>ii) 6-month BAS<br>iii) 6-month bank statement<br>iv) ATO portal                                                            |

\*Pricing is subject to location Cat

| Fee Type               |                 | Full  | Alt   | Fee Type      |            | Full       | Alt |
|------------------------|-----------------|-------|-------|---------------|------------|------------|-----|
| Application Fee        | Vacant Land     | 1.25% | 1.25% | Valuation Fee | From \$180 | From \$180 |     |
|                        | Non Vacant Land | \$635 | \$965 |               |            |            |     |
| Account Management Fee |                 | \$395 | \$395 | Discharge Fee | \$990      | \$990      |     |
| Settlement Fee         |                 | \$550 | \$550 | Solicitor Fee | From \$300 | From \$300 |     |

## 2 Year Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ \$1.1m   |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                  |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          |
| LVR≤ 70%                    | 7.29%            | 7.39%            | 7.44%            | 7.54%            | 7.49%            | 7.59%            | 8.49%<br>(0.75%) | 8.59%<br>(1.00%) |
| LVR≤ 75%                    | 7.39%            | 7.49%            | 7.54%            | 7.64%            | 7.59%            | 7.69%            | 8.59%<br>(1.00%) | 8.69%<br>(1.25%) |
| LVR≤ 80%                    | 7.54%            | 7.74%            | 7.69%            | 7.89%            | 8.04%            | 8.24%            | -                | -                |
| LVR≤ 85%                    | 8.49%<br>(1.00%) | 8.89%<br>(1.25%) | 8.64%<br>(1.00%) | 9.04%<br>(1.25%) | 8.69%<br>(1.25%) | 9.09%<br>(1.50%) | -                | -                |

## No Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ 1.1m     |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                  |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          |
| LVR≤ 70%                    | 6.59%<br>(1.00%) | 6.69%<br>(1.00%) | 6.74%<br>(1.00%) | 6.84%<br>(1.00%) | 6.79%<br>(1.00%) | 6.89%<br>(1.00%) | 7.79%<br>(1.75%) | 7.89%<br>(2.00%) |
| LVR≤ 75%                    | 6.69%<br>(1.00%) | 6.79%<br>(1.00%) | 6.84%<br>(1.00%) | 6.94%<br>(1.00%) | 6.89%<br>(1.00%) | 6.99%<br>(1.00%) | 7.89%<br>(2.00%) | 7.99%<br>(2.25%) |
| LVR≤ 80%                    | 6.84%<br>(1.00%) | 7.04%<br>(1.00%) | 6.99%<br>(1.00%) | 7.19%<br>(1.00%) | 7.34%<br>(1.00%) | 7.54%<br>(1.00%) | -                | -                |
| LVR≤ 85%                    | 7.79%<br>(2.00%) | 8.19%<br>(2.25%) | 7.94%<br>(2.00%) | 8.34%<br>(2.25%) | 7.99%<br>(2.25%) | 8.39%<br>(2.50%) | -                | -                |



### Limited Time Offer!

Interest Rate Waiver (LVR≤70% & Loan Size≤\$2.5m) only  
Submission received from 1th July 2026 to 31th July 2026

| Loading Types | Investment | Interest Only | Vacant Land | 40 Years    | Interest Rate Waiver<br>(LVR≤70% & Size≤\$2.5m) |
|---------------|------------|---------------|-------------|-------------|-------------------------------------------------|
| Amount        | 0.20%      | 0.35%         | 2.00%       | Up to 0.35% | -0.2%                                           |

| Borrower Type                     | Individual/Company/Trust                                                                                                                                                                                            |
|-----------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Cashout                           | Unlimited for acceptable stated purpose                                                                                                                                                                             |
| Maximum LVR                       | 80%                                                                                                                                                                                                                 |
| Maximum Loan Amount               | \$3,500,000                                                                                                                                                                                                         |
| Maximum Borrower Exposure         | \$5,000,000                                                                                                                                                                                                         |
| Maximum Loan Term                 | 30 Years                                                                                                                                                                                                            |
| NSR                               | 1.0x                                                                                                                                                                                                                |
| Debt Consolidation                | Y                                                                                                                                                                                                                   |
| Vacant Land                       | Y (Up to 75% LVR), Investment Only                                                                                                                                                                                  |
| Inner City High Density Apartment | Y                                                                                                                                                                                                                   |
| Mortgage Arrears                  | Up to 1 months                                                                                                                                                                                                      |
| Other Arrears                     | Up to 3 months                                                                                                                                                                                                      |
| Discharged Bankruptcy             | N                                                                                                                                                                                                                   |
| Defaults                          | Unlimited (paid/unpaid) when listed > 24 months, or paid \$2,500 if less than 24 months                                                                                                                             |
| Location                          | Cat 1 & 2 & 3 & 4*                                                                                                                                                                                                  |
| Full-time/Part-time Job           | 3 months Current/12 months Industry                                                                                                                                                                                 |
| Casual                            | 6 months Current/12 months Industry                                                                                                                                                                                 |
| Self Employed ABN & GST           | i) Minimum 12 months<br>ii) Minimum 6 months GST Registered                                                                                                                                                         |
| Documentation-PAYG                | 2 payslips plus one of:<br>i) income statement<br>ii) employment letter<br>iii) 1 month bank statement                                                                                                              |
| Documentation-SE Full Doc         | 1 year of company and individual tax returns<br>1 year financial statements and either:<br>i) Latest financials accompanied by an accountant's letter<br>ii) Previous year's financials with a Notice of Assessment |
| Documentation-SE Alt Doc          | Declaration of financial position plus one of the following:<br>i) Accountant Letter<br>ii) 6-month BAS<br>iii) 6-month bank statement<br>iv) ATO portal                                                            |

\*Pricing is subject to location Cat

| Fee Type               |                 | Full    | Alt     | Fee Type               | Full    | Alt     |
|------------------------|-----------------|---------|---------|------------------------|---------|---------|
| Application Fee        | Vacant Land     | 1.25%   | 1.25%   | Special Attendance Fee | \$500   | \$600   |
|                        | Non Vacant Land | \$1,099 | \$1,099 |                        |         |         |
| Account Management Fee |                 | \$395   | \$395   | Discharge Fee          | \$1,595 | \$1,595 |
| Settlement Fee         |                 | \$750   | \$750   | Solicitor Fee          | At cost | At cost |

2 Year Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ \$1.5m   |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                  |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          |
| LVR≤ 70%                    | 8.29%            | 8.59%            | 8.44%            | 8.74%            | 8.49%<br>(0.75%) | 8.79%<br>(1.00%) | 9.49%<br>(1.00%) | 9.79%<br>(1.25%) |
| LVR≤ 75%                    | 8.39%<br>(0.50%) | 8.69%<br>(1.00%) | 8.54%<br>(0.50%) | 8.84%<br>(1.00%) | 8.59%<br>(0.75%) | 8.89%<br>(1.00%) | 9.59%<br>(1.00%) | 9.89%<br>(1.25%) |
| LVR≤ 80%                    | 8.54%<br>(0.50%) | 8.84%<br>(1.00%) | 8.84%<br>(0.50%) | 8.99%<br>(1.00%) | 9.04%<br>(0.75%) | 9.34%<br>(1.00%) | -                | -                |

No Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ 1.5m     |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                  |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          |
| LVR≤ 70%                    | 7.59%<br>(1.00%) | 7.89%<br>(1.00%) | 7.74%<br>(1.00%) | 8.04%<br>(1.00%) | 7.79%<br>(1.75%) | 8.09%<br>(2.00%) | 8.79%<br>(2.00%) | 9.09%<br>(2.25%) |
| LVR≤ 75%                    | 7.69%<br>(1.50%) | 7.99%<br>(2.00%) | 7.84%<br>(1.50%) | 8.14%<br>(2.00%) | 7.89%<br>(1.75%) | 8.19%<br>(2.00%) | 8.89%<br>(2.00%) | 9.19%<br>(2.25%) |
| LVR≤ 80%                    | 7.84%<br>(1.50%) | 8.14%<br>(2.00%) | 7.99%<br>(1.50%) | 8.29%<br>(2.00%) | 8.34%<br>(1.75%) | 8.64%<br>(2.00%) | -                | -                |

| Loading Types | Investment | Interest Only | Vacant Land |
|---------------|------------|---------------|-------------|
| Amount        | 0.20%      | 0.35%         | 2.00%       |

| Borrower Type                     | Trust                                                                                                                                                                                                                                                                        |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Cashout                           | N/A                                                                                                                                                                                                                                                                          |
| Maximum LVR                       | 80%                                                                                                                                                                                                                                                                          |
| Maximum Loan Amount               | \$3,500,000                                                                                                                                                                                                                                                                  |
| Maximum Borrower Exposure         | \$5,000,000                                                                                                                                                                                                                                                                  |
| Maximum Loan Term                 | 30 Years                                                                                                                                                                                                                                                                     |
| NSR/DSCR                          | 1.0x/1.2x                                                                                                                                                                                                                                                                    |
| Debt Consolidation                | N                                                                                                                                                                                                                                                                            |
| Vacant Land                       | N                                                                                                                                                                                                                                                                            |
| Inner City High Density Apartment | Y                                                                                                                                                                                                                                                                            |
| Mortgage Arrears                  | N                                                                                                                                                                                                                                                                            |
| Other Arrears                     | N                                                                                                                                                                                                                                                                            |
| Discharged Bankruptcy             | N                                                                                                                                                                                                                                                                            |
| Defaults                          | \$1500 (Paid)                                                                                                                                                                                                                                                                |
| Location                          | Cat 1 & 2 & 3*                                                                                                                                                                                                                                                               |
| Guarantees                        | Required from all members                                                                                                                                                                                                                                                    |
| Financial Advice                  | For new purchase, each member of the fund is required to obtain written financial advice                                                                                                                                                                                     |
| Documentation-PAYG                | Consistent, verified regular superannuation contributions, or additional contributions being fully verified through payslips, PAYG summaries, tax returns or accountant letter. Voluntary contributions are only considered if 6 months of evidence is provided.             |
| Documentation-SE Full Doc         | Demonstrate regular and verified super contributions from their business earnings, or additional contributions being verified using business financials, tax returns, or accountant letter. Voluntary contributions are only considered if 6 months of evidence is provided. |
| Documentation-SE Alt Doc          | Regular superannuation contributions are to be verified through an Alt Doc income source such as bank statements showing business revenue, accountant letter, ATO portal or BAS statements. Voluntary contributions are only considered if 6 months of evidence is provided. |

\*Pricing is subject to location Cat

| Fee Type               | Full    | Alt     | Fee Type               | Full    | Alt     |
|------------------------|---------|---------|------------------------|---------|---------|
| Application Fee        | \$1,399 | \$1,399 | Special Attendance Fee | \$500   | \$600   |
| Account Management Fee | \$395   | \$395   | Discharge Fee          | \$1,595 | \$1,595 |
| Settlement Fee         | \$850   | \$950   | Solicitor Fee          | At cost | At cost |

## 2 Year Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ 1.5m |         | Prime ≤ 2m |         | Prime ≤ 2.5m |         | Prime ≤ 3.5m |         |
|-----------------------------|--------------|---------|------------|---------|--------------|---------|--------------|---------|
|                             | Full Doc     | Alt Doc | Full Doc   | Alt Doc | Full Doc     | Alt Doc | Full Doc     | Alt Doc |
| LVR≤ 70%                    | 7.79%        | 8.09%   | 7.94%      | 8.24%   | 7.99%        | 8.29%   | 8.99%        | 9.29%   |
| LVR≤ 75%                    | 7.89%        | 8.19%   | 8.04%      | 8.34%   | 8.09%        | 8.69%   | 9.09%        | 9.69%   |
| LVR≤ 80%                    | 8.04%        | 8.34%   | 8.19%      | 8.49%   | 8.24%        | 8.84%   | -            | -       |

## No Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ 1.5m     |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                  |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          |
| LVR≤ 70%                    | 7.09%<br>(1.00%) | 7.39%<br>(1.00%) | 7.24%<br>(1.00%) | 8.54%<br>(1.00%) | 7.29%<br>(1.00%) | 7.59%<br>(1.00%) | 8.29%<br>(1.75%) | 8.59%<br>(2.00%) |
| LVR≤ 75%                    | 7.19%<br>(1.00%) | 7.49%<br>(1.00%) | 7.34%<br>(1.00%) | 7.64%<br>(1.00%) | 8.39%<br>(1.00%) | 7.99%<br>(1.00%) | 8.39%<br>(2.00%) | 8.99%<br>(2.25%) |
| LVR≤ 80%                    | 7.34%<br>(1.00%) | 7.64%<br>(1.00%) | 7.49%<br>(1.00%) | 7.79%<br>(1.00%) | 7.54%<br>(1.00%) | 8.14%<br>(1.00%) | -                | -                |

| Loading Types | Interest Only |
|---------------|---------------|
| Amount        | 0.35%         |

| Borrower Type                     | Individual Only                                                                                                                                                                                                     |
|-----------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Cashout                           | Unlimited for acceptable stated purpose                                                                                                                                                                             |
| Maximum LVR                       | 85%                                                                                                                                                                                                                 |
| Maximum Loan Amount               | \$3,500,000                                                                                                                                                                                                         |
| Maximum Borrower Exposure         | \$5,000,000                                                                                                                                                                                                         |
| Debt Consolidation                | Y                                                                                                                                                                                                                   |
| Maximum Loan Term                 | 30 Years                                                                                                                                                                                                            |
| NSR                               | 1.0x                                                                                                                                                                                                                |
| Vacant Land                       | N                                                                                                                                                                                                                   |
| Inner City High Density Apartment | Y                                                                                                                                                                                                                   |
| Mortgage Arrears                  | N                                                                                                                                                                                                                   |
| Other Arrears                     | N                                                                                                                                                                                                                   |
| Discharged Bankruptcy             | N                                                                                                                                                                                                                   |
| Defaults                          | \$1500 (Paid)                                                                                                                                                                                                       |
| Location                          | Cat 1 & 2 & 3*                                                                                                                                                                                                      |
| Permanent Full-time/Part-time Job | 6 months Current/12 months Industry                                                                                                                                                                                 |
| Casual                            | N/A                                                                                                                                                                                                                 |
| Self Employed ABN & GST           | i) Minimum 24 months<br>ii) Minimum 12 months GST Registered                                                                                                                                                        |
| Documentation-PAYG                | 2 payslips plus one of:<br>i) income statement<br>ii) employment letter<br>iii) 1 month bank statement                                                                                                              |
| Documentation-SE Full Doc         | 1 year of company and individual tax returns<br>1 year financial statements and either:<br>i) Latest financials accompanied by an accountant's letter<br>ii) Previous year's financials with a Notice of Assessment |
| Documentation-SE Alt Doc          | Declaration of financial position plus one of the following:<br>i) Accountant Letter<br>ii) 6-month BAS<br>iii) 6-month bank statement<br>iv) ATO portal                                                            |

\*Pricing is subject to location Cat

| Fee Type               | Full   | Alt    | Fee Type      | Full       | Alt        |
|------------------------|--------|--------|---------------|------------|------------|
| Application Fee        | \$1099 | \$1099 | Valuation Fee | From \$180 | From \$180 |
| Account Management Fee | \$395  | \$395  | Discharge Fee | \$990      | \$990      |
| Settlement Fee         | \$990  | \$990  | Solicitor Fee | At cost    | At cost    |

## 2 Year Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ \$1.5m   |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                  |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          |
| LVR≤ 70%                    | 7.79%            | 8.09%            | 7.94%            | 8.24%            | 7.99%            | 8.29%            | 8.99%<br>(0.75%) | 9.29%<br>(1.00%) |
| LVR≤ 75%                    | 7.89%<br>(0.50%) | 8.19%<br>(0.75%) | 8.04%<br>(0.50%) | 8.34%<br>(0.75%) | 8.09%<br>(0.75%) | 8.39%<br>(1.00%) | 9.09%<br>(1.00%) | 9.39%<br>(1.25%) |
| LVR≤ 80%                    | 8.04%<br>(0.75%) | 8.34%<br>(1.00%) | 8.19%<br>(0.75%) | 8.49%<br>(1.00%) | 8.54%<br>(1.00%) | 8.84%<br>(1.25%) | -                | -                |
| LVR≤ 85%                    | 8.99%<br>(1.00%) | 9.59%<br>(1.25%) | 9.14%<br>(1.00%) | 9.74%<br>(1.25%) | 9.19%<br>(1.25%) | 9.79%<br>(1.50%) | -                | -                |

## No Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ 1.5m     |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                  |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          |
| LVR≤ 70%                    | 7.09%<br>(1.00%) | 7.39%<br>(1.00%) | 7.24%<br>(1.00%) | 7.54%<br>(1.00%) | 7.29%<br>(1.00%) | 7.59%<br>(1.00%) | 8.29%<br>(1.75%) | 8.59%<br>(2.00%) |
| LVR≤ 75%                    | 7.19%<br>(1.50%) | 7.49%<br>(1.75%) | 7.34%<br>(1.50%) | 7.64%<br>(1.75%) | 7.39%<br>(1.75%) | 7.69%<br>(2.00%) | 8.39%<br>(2.00%) | 8.69%<br>(2.25%) |
| LVR≤ 80%                    | 7.34%<br>(1.75%) | 7.64%<br>(2.00%) | 7.49%<br>(1.75%) | 7.79%<br>(2.00%) | 7.84%<br>(2.00%) | 8.14%<br>(2.25%) | -                | -                |
| LVR≤ 85%                    | 8.29%<br>(2.00%) | 8.89%<br>(2.25%) | 8.44%<br>(2.00%) | 9.04%<br>(2.25%) | 8.49%<br>(2.25%) | 9.09%<br>(2.50%) | -                | -                |

| Loading Types | Investment | Interest Only |
|---------------|------------|---------------|
| Amount        | 0.20%      | 0.35%         |

| Borrower Type                                             | Individual/Company/Trust                                                                                                                                                                                            |
|-----------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Cashout                                                   | Unlimited for acceptable stated purpose                                                                                                                                                                             |
| Acceptable Security Type<br>(include, but not limited to) | Retail shops, offices, factories, warehouses, shopping centres & medical/ professional suites, Vacant Land                                                                                                          |
| Maximum LVR                                               | 75%                                                                                                                                                                                                                 |
| Maximum Loan Amount                                       | \$3,500,000                                                                                                                                                                                                         |
| Maximun Borrower Exposure                                 | \$5,000,000                                                                                                                                                                                                         |
| Maximum Loan Term                                         | 30 Years                                                                                                                                                                                                            |
| DSCR / ICR                                                | 1.0x/1.2x                                                                                                                                                                                                           |
| Debt Consolidation                                        | Y                                                                                                                                                                                                                   |
| Mortgage Arrears                                          | N                                                                                                                                                                                                                   |
| Other Arrears                                             | N                                                                                                                                                                                                                   |
| Discharged Bankruptcy                                     | N                                                                                                                                                                                                                   |
| Defaults                                                  | \$1500 (Paid)                                                                                                                                                                                                       |
| Full-time/Part-time Job                                   | 6 months Current/12 months Industry                                                                                                                                                                                 |
| Casual                                                    | 12 months Current                                                                                                                                                                                                   |
| Self Employed ABN & GST                                   | i) Minimum 24 months<br>ii) Minimum 12 months GST Registered                                                                                                                                                        |
| Documentation-PAYG                                        | 2 payslips plus one of:<br>i) income statement<br>ii) employment letter<br>iii) 1 month bank statement                                                                                                              |
| Documentation-SE Full Doc                                 | 1 year of company and individual tax returns<br>1 year financial statements and either:<br>i) Latest financials accompanied by an accountant's letter<br>ii) Previous year's financials with a Notice of Assessment |
| Documentation-SE Alt Doc                                  | Declaration of financial position plus one of the following:<br>i) Accountant Letter<br>ii) 6-month BAS<br>iii) 6-month bank statement<br>iv) ATO portal                                                            |

\*Pricing is subject to location Cat

| Fee Type                                                                 |                 | Full         | Alt          | Fee Type       | Full    | Alt     |
|--------------------------------------------------------------------------|-----------------|--------------|--------------|----------------|---------|---------|
| Application Fee                                                          | Vacant Land     | 1.25%        | 1.25%        | Valuation Fee  | At cost | At cost |
|                                                                          | Non Vacant Land | \$1299       | \$1299       |                |         |         |
| Exit Fee - Discharge within 1 year<br>Exit Fee - Discharge within 2 year |                 | 1.5%<br>1.0% | 1.5%<br>1.0% | Solicitor Fee  | at cost | at cost |
| Account Management Fee                                                   |                 | \$990        | \$990        | Settlement Fee | \$990   | \$990   |

2 Year Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ \$1.5m   |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                   |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc           |
| LVR≤ 60%                    | 8.29%<br>(0.75%) | 8.69%<br>(1.00%) | 8.44%<br>(0.75%) | 8.84%<br>(1.00%) | 8.49%<br>(0.75%) | 8.89%<br>(1.00%) | 9.49%<br>(1.00%) | 9.89%<br>(1.25%)  |
| LVR≤ 70%                    | 8.49%<br>(0.75%) | 8.89%<br>(1.00%) | 8.64%<br>(0.75%) | 9.04%<br>(1.00%) | 8.69%<br>(0.75%) | 8.84%<br>(1.00%) | 9.69%<br>(1.00%) | 10.09%<br>(1.25%) |
| LVR≤ 75%                    | 8.69%<br>(0.75%) | 9.09%<br>(1.00%) | 8.84%<br>(0.75%) | 9.24%<br>(1.00%) | 9.19%<br>(0.75%) | 9.59%<br>(1.00%) | 9.89%<br>(1.00%) | 10.29%<br>(1.25%) |

No Clawback

| Variable Rate<br>(Risk Fee) | Prime ≤ 1.5m     |                  | Prime ≤ 2m       |                  | Prime ≤ 2.5m     |                  | Prime ≤ 3.5m     |                  |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                             | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          | Full Doc         | Alt Doc          |
| LVR≤ 60%                    | 7.59%<br>(1.75%) | 7.99%<br>(2.00%) | 7.74%<br>(1.75%) | 8.14%<br>(2.00%) | 7.79%<br>(1.75%) | 8.19%<br>(2.00%) | 8.79%<br>(2.00%) | 9.19%<br>(2.25%) |
| LVR≤ 70%                    | 7.79%<br>(1.75%) | 8.19%<br>(2.00%) | 7.94%<br>(1.75%) | 8.34%<br>(2.00%) | 7.99%<br>(1.75%) | 8.39%<br>(2.00%) | 8.99%<br>(2.00%) | 9.39%<br>(2.25%) |
| LVR≤ 75%                    | 7.99%<br>(1.75%) | 8.39%<br>(2.00%) | 8.14%<br>(1.75%) | 8.54%<br>(2.00%) | 8.49%<br>(1.75%) | 8.89%<br>(2.00%) | 9.19%<br>(2.00%) | 9.59%<br>(2.25%) |

| Loading Types | Investment | Interest Only |
|---------------|------------|---------------|
| Amount        | 0.20%      | 0.35%         |

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