



## Important News

### Interest Rate Update

In response to the challenges of increased costs of funding we are making a minor adjustment to our <75% LVR Owner Occupied variable home loan interest rates for new to bank lending.

An increase to these rates will be effective **from Wednesday 29th March, 2023.**

#### What is Changing?

##### Increase in Rates for New Owner Occupied Lending

- Owner Occupied Variable rate loans with LVR tier below or equal to 75% – increasing by 0.04

#### What is Not Changing?

- Variable rate pricing for all new Investment Home Loans.
- Variable rate pricing for new Owner Occupied Home Loans above 75% LVR.
- Fixed rate pricing for new home loans.
- Fixed rate pricing for existing home loans.
- Investor 0.20% Bonus Rate Discount Campaign will continue to be available. See our Broker Website for full details or speak to your BRM.

#### What are the new Owner Occupied & Investment Rates?

For easy reference highlighted rates indicate the only rates which are changing.

## OWNER OCCUPIED – NEW LOANS

Interest Rates applicable to new loans  
approved from 29th March 2023

	Minimum Loan Amount	Principal & Interest (P&I)				Interest Only (I)		
		Interest Rate p.a.	Comparison Rate p.a.~	Interest Rate p.a.	Comparison Rate p.a.~	Interest Rate p.a.	Comp. Rate	
LVR		<=75%		>75% <=90% Includes HGS ^ up to 95%		>90% <=95%		<=80%
<b>BASIC HOME LOAN</b>								
Basic Variable	\$50,000	5.19%	5.21%	5.50%	5.52%	N/A	N/A	
<b>HOME LOAN PLUS with FREEDOM PACKAGE*</b>								
<b>Package Variable</b>								
Package Discount Variable	\$100,000	5.24%	5.60%	5.55%	5.90%	7.20%	7.53%	7.47%
<b>Package Fixed</b>								
1 year Fixed	\$100,000	5.49%	7.40%	5.89%	7.44%	6.39%	7.71%	6.39%
2 year Fixed		5.79%	7.29%	5.99%	7.33%	6.39%	7.60%	6.39%
3 year Fixed		5.89%	7.19%	6.09%	7.25%	6.39%	7.50%	6.39%
4 year Fixed		5.99%	7.12%	6.09%	7.15%	6.39%	7.41%	6.39%
5 year Fixed		6.09%	7.07%	6.09%	7.07%	6.39%	7.33%	6.39%
<b>Package Revert Variable</b>								
Package Revert Variable	\$100,000	7.26%	N/A	7.26%	N/A	7.51%	N/A	7.26%
<b>HOME LOAN PLUS</b>								
Standard Variable (Bridging) 0	\$10,000	N/A		N/A		N/A		8.51%
<b>LINE OF CREDIT with FREEDOM PACKAGE*</b>								
Package Discount Variable	\$100,000	N/A		N/A		N/A		8.08%

### Exclusions:

Any offers listed above are not available on the following:

- Existing customers loans

Please refer to our Home Loan Rate Information Guides for any new loans with the above purposes.

### Things you need to know

- Home Guarantee Scheme (HGS) applicants are only eligible for the >75% <=90% LVR band (includes Basic Home Loan rates, Freedom Package Variable & Fixed rates).
- For Existing Home Loan Customers who wish to fix their loan, regardless of their LVR refer to the new Existing Loans – Switch to Fixed/Refixing interest rate schedule.
- Updated Home Loan Key Facts Sheet will also be available from Wednesday 29th March, 2023
- Updated downloadable Rate Information Guides with full details for all of our current interest rates for Owner Occupied and Investment Home loans will be available [here](#) from Wednesday 29 March, 2023.

### Fixed Rate Home Loans :

For fixed rate loans, the standard fixed rate process will always apply. Please refer to the [Fixed Rate and Rate Lock Information Guide available from the broker website](#) for more information. **Rate Lock is not available for preapproval loan applications.**

### Impact on existing home loan applications in our pipeline:

**1. Applications quoted but not yet received (loans not yet submitted as at midnight 28th March, 2023):**

- **FIXED** (No Change)
- **VARIABLE** (Rates Increasing) – Interest rate will be the new interest rate applicable from 29th March, 2023.

**2. Applications received prior to midnight 28th March 2023, but not yet approved (does not include pre-approvals):**

- **FIXED** (No change)
- **VARIABLE** (Rates Increasing) – Interest Rate will be the new interest rate applicable on the 29th March, 2023.

**3. Applications Approved (includes loan approved prior to midnight 28th March, 2023 - documented or not documented):**

- **FIXED** (No changes)
- **VARIABLE** (Rates Increasing) – For applications that have been documented the increase of 0.04% will not be applied.

**4. Loan Applications that have settled:**

- **FIXED** (no change) – There is no impact to loans that have settled.
- **VARIABLE** – There is no impact to loans that have settled.

**Like to Offer Your Clients an extra 0.20% bonus rate discount on investment lending**

**Contact Your BRM Today**

Please find attached updated interest rate guides with highlighted rate changes as per above. Kindly ensure that you have updated this rate on your aggregator platforms for the effective date 29<sup>th</sup> March, 2023 and confirm when completed.

It is important to note the only rate being affected is the 75% and below LVR band for Owner Occupied Variable rates.



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