

## Westpac Commercial Broker Notification



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# COMMERCIAL BROKER UPDATE



We are pleased to let you know that we have expanded our **Lease Doc** pathway to a maximum \$5m (up from \$3m).

Under Lease Doc, which is designed for customers buying or refinancing commercial investment properties, we require **less customer documentation**<sup>1</sup> enabling a **quicker and smoother approval process**.



### We've made it simple.

- Loans up to \$5m and up to 65% loan-to-value ratio (LVR)
- Reduced documentation
- No application form, only a Business Finance Consents Form
- New to bank and existing customers

### Eligibility\* and details

Total business lending**	Up to and including \$3m	Above \$3m to \$5m
Maximum loan limit	Up to \$3m	Up to \$5m

<b>Borrowing structure</b>	Borrower must be non-trading entity with structure either being a company or company as a trustee for a trust	
<b>Maximum interest only period</b>	The lesser of 5 years or lease expiry (including lease options to renew)	The lesser of 5 years or lease expiry (excluding lease options to renew)
<b>Loan term</b>	Aligned to lease expiry (including lease options)	Aligned to lease expiry (excluding lease options)
<b>Product</b>	Variable and fixed interest rate Business Loans	
<b>Loan purpose</b>	Refinance or purchase of a commercial investment property which can include cash out for business purposes <sup>2</sup>	
<b>Property type &amp; LVR</b>	<ul style="list-style-type: none"> <li>• Non-specialised commercial properties (up to 65%)</li> <li>• Predominately commercial mixed-use properties (up to 65%)</li> <li>• Predominately residential mixed-use properties (up to 65%)<sup>3</sup></li> <li>• Strata complex (up to 80%)<sup>4</sup></li> <li>• Property must be tenanted with an arms-length lease<sup>5</sup></li> </ul>	
<b>Credit history</b>	Clear credit bureau report	
<b>Tax position</b>	All tax liabilities up to date	
<b>Security</b>	<ul style="list-style-type: none"> <li>• Directors guarantees</li> <li>• First registered mortgage over property offered as security</li> <li>• General Security Agreement</li> <li>• Other supporting security as needed</li> </ul>	


\*Additional eligibility criteria may apply

\*\*including Westpac, St.George, Bank of Melbourne and BankSA

Find out more about Lease Doc by viewing the [Lease Doc flyer](#) or contacting your Business Development Manager.

**We're here to help.**

 [introducers.westpac.com.au](https://introducers.westpac.com.au)

 Contact your Senior Business Development Manager



#### Things you should know

1. Refer to the Lease Doc flyer for required customer documentation.
2. Refer to your Senior Business Development Manager or Relationship Manager for acceptable purposes, total borrowings must be within acceptable LVR.
3. Up to 60% where the property is held in 2 titles.
4. Complex of 5 - 10 units with a MV < \$4m; LVR will apply against each individual residential property.
5. Tenant cannot be related entity. Applications for finance are subject to the Bank's normal lending criteria. Credit criteria, terms and conditions, fees and charges apply. T

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