

Latitude – Motor Loan Rate Changes + LMP Platform Outage

Motor Loan Rate Changes for new customers

We've listened to your feedback and effective **Thursday 14th September 2023** we have reduced some of our pricing options for your customers by up to 5.0% p.a.

Our updated pricing bands can be found in the table below and attached.

Rates applicable for <u>new</u> to Latitude Motor Loan customers (Effective 14 th September 2023) Rates eligible up to \$200,000*					
Mortgage Brokers			Finance Brokers		
Pricing Tier	Fixed [^]	Variable [^]	Pricing Tier	Fixed Baseline Rate [^] (at full 4.5% comm)	Variable Rate [^] (at comm)
1-5	8.99%-10.74%	8.99%-10.74%	1-5	9.99%-11.74%	9.99%-11.7
6-10	11.74%-13.24%	11.74%-13.24%	6-10	12.24%-14.24%	12.24%-14
11-15	13.74%-15.74%	13.74%-15.74%	11-15	14.74%-16.74%	14.74%-16
16-20	16.24%-21.49%	16.24%-21.49%	16-20	17.24%-22.49%	17.24%-22
21-23	23.99%-26.99%	23.99%-26.99%	21-23	24.99%-27.99%	24.99%-27
Commission payable is fixed at 2.5% of NAF + GST			For all Risk Grades, Flex Commissions are as follows: Baseline Rate = 4.50% Baseline Rate less 50bps = 3.50% Baseline Rate less 100bps = 2.50% Baseline Rate less 150bps = 1.50% Baseline Rate less 200bps = 0.50%		
*For loans above \$200,000 please call your Relationship Manager or Broker Specialist to confirm the interest rate.					

Inflight applications – Quotes submitted prior to Thursday 14th September 2023, with application submitted on or after this date, new pricing will be applied. Applications submitted prior to this date, original pricing will be applied.

LMP Platform Outage

Our LMP platform will be unavailable from close of business AEST **Friday 15th September 2023**, till **Monday afternoon 18th September 2023**, for scheduled maintenance.

This means you will be unable to access LMP during this time. We anticipate loans will still be funded Monday afternoon 18th September 2023. We apologise for any inconvenience.



We're here to help

Have questions? We've got answers!
Contact your Relationship Manager

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Approved customers only. Subject to lending and approval criteria. Terms, conditions, fees, and charges apply. Latitude Variable Rate Motor Loan rates range from 8.99% p.a. to 27.99% p.a. (comparison rates 10.43%p.a. to 29.38%p.a.). Latitude Fixed Rate Motor Loan rates range from 8.99% p.a. to 27.99% p.a. (comparison rates 10.43%p.a. to 29.38%p.a.). Both are available as a secured loan. Comparison rates are based on a loan over 5 years for \$30,000. WARNING: These comparison rates apply only to the example or examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. These rates are subject to change.

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