

Latitude – Motor Loan Rate Changes

Motor Loan Rate Changes for new customers

Great news, effective **Tuesday 3rd October 2023** we have reduced some of our pricing options for your customers by up to **2.00% p.a.** For Finance Brokers if you dial your commission all the way down you could get your customer a variable rate as low as **5.99% p.a.** (comparison rate 7.45% p.a.) and for Mortgage Brokers, **6.99% p.a.** (comparison rate 8.45% p.a.).

These rates are for a limited time and will be effective until 31st December 2023.

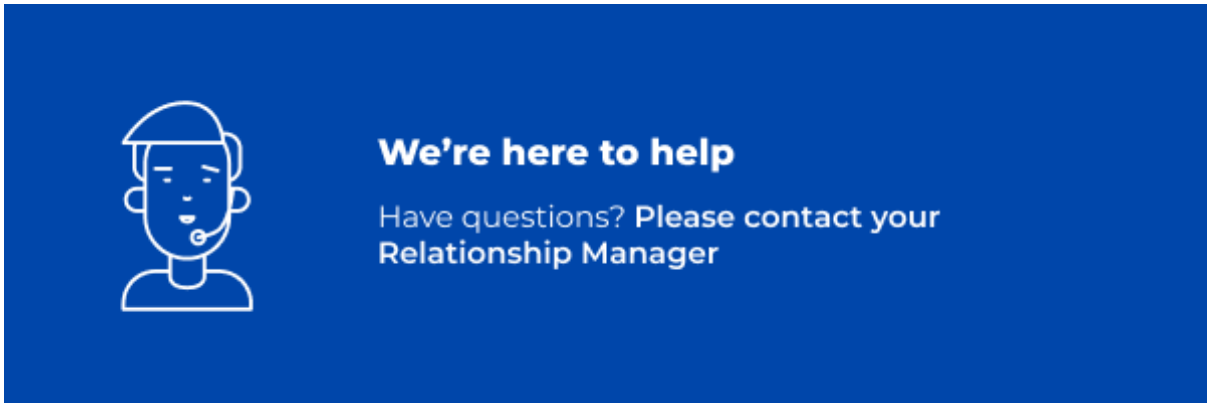
Our updated pricing bands can be found in the table below and attached.

Rates applicable for <u>new</u> to Latitude Motor Loan customers (Effective 3 rd October 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 Baseline Rate [^] (at full 4.5% comm)
1-5	7.99%-9.74%	6.99%-9.74%	1-5	8.99%-10.74%	7.99%-10.74%
6-10	10.24%-12.24%	10.24%-12.24%	6-10	11.24%-13.24%	11.24%-13.24%
11-15	12.74%-14.74%	12.74%-14.74%	11-15	13.74%-15.74%	13.74%-15.74%
16-20	15.24%-20.49%	15.24%-20.49%	16-20	16.24%-21.49%	16.24%-21.49%
21-23	23.99%-26.99%	23.99%-26.99%	21-23	24.99%-27.99%	24.99%-27.99%
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%		

Inflight applications – Quotes submitted prior to Tuesday 2nd October 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.

Attachments:

- Latitude Financial Interest Rate Table-Finance Broker_v1 Oct2023
- Latitude Financial Interest Rate Table-Mortgage Broker_v1 Oct2023



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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 6.99% p.a. to 27.99% p.a. (comparison rates 8.45%p.a. to 29.38%p.a.). Latitude Fixed Rate Motor Loan rates range from 7.99% p.a. to 27.99% p.a. (comparison rates 9.44%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.

Credit provided Latitude Personal Finance Pty Ltd ABN 54 008 443 810 Australian Credit Licence Number 392163 and Latitude Automotive Financial Services ABN 80 004 187 419 Australian Credit Licence Number 392178 trading as Latitude Financial Services.

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