

Home Loans made easy



It's worth the switch

SUNCORP BANK



Finding the information you need in this brochure

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The convenience of your own Home Loan Specialist

Whether you're buying, building, renovating, investing or refinancing, it's good to have someone you can turn to for a helping hand; someone to answer questions and help you through the home loan process, from application to settlement.

That's why Suncorp Bank has Home Loan Specialists – giving you a dedicated point of contact for all your home loan needs. To get in touch, call 13 11 75, visit your local branch or go to suncorpbank.com.au.

Suncorp Bank

The best of both worlds

When it comes to finding the right home loan, do you opt for the capability of a big bank or the personal service of a small bank?

With Suncorp Bank, you can enjoy both. We've been offering strength and stability with a personal touch for well over 100 years – helping people from all walks of life build and protect their dreams.

Our expertise goes well beyond home loans, as Suncorp Bank can also provide products and services to meet all your banking needs.

This brochure is an introduction to your home loan options. It provides an overview of the simple steps to securing a Suncorp Bank Home Loan and explains in easy terms everything you'll need along the way.

**We are here to
help explain your
home loan options
in easy terms.**



Your home loan options

Whether you're buying, building, renovating, investing or refinancing, we have a home loan to meet your individual needs.

Variable Rate

Standard Variable Rate Home Loan

The interest rate of a Standard Variable Home Loan may change during the loan term – so when interest rates change, so do your repayments. The rate is set by Suncorp Bank, taking into account a number of factors including the economic climate, the home loan market, funding costs, government policy and the official Reserve Bank of Australia cash rate. This loan includes a range of features such as a Cashback¹ option, an Offset facility² and the option to split³ the loan between fixed and variable interest rates.

You might choose this option if:

A Standard Variable Rate Home Loan is appropriate for many people. It features flexibility to make extra repayments or pay off the loan early⁴.

1. You need to apply for Cashback, which is available subject to conditions. A Cashback fee may be charged. External transfers cannot be performed using online Cashback.
2. A Mortgage Offset Fee applies to link the 100% Home Loan Offset Facility to your home loan. This fee is charged to your linked loan account.
3. Split your loan into two loans, one fixed rate and the other variable rate, in a proportion of your choice (e.g. 75% fixed rate loan and 25% variable rate loan). At the end of any fixed rate period, the fixed rate loan automatically reverts to the standard variable rate or you can apply to fix the interest rate again for that loan. Variation fees apply.
4. Fees may apply to early payout of your home loan facility.

Back to Basics Home Loan

This loan operates largely in the same way as our Standard Variable Rate Home Loan but has slightly less features (no home loan offset and more restricted access to Cashback¹). Compensating for this is a reduced interest rate and no monthly account keeping fee.

You might choose this option if:

This loan may appeal to budget-conscious borrowers, in particular first home owners, who don't need all the flexibility of our Standard Variable Rate Home Loan but want a very competitive interest rate.

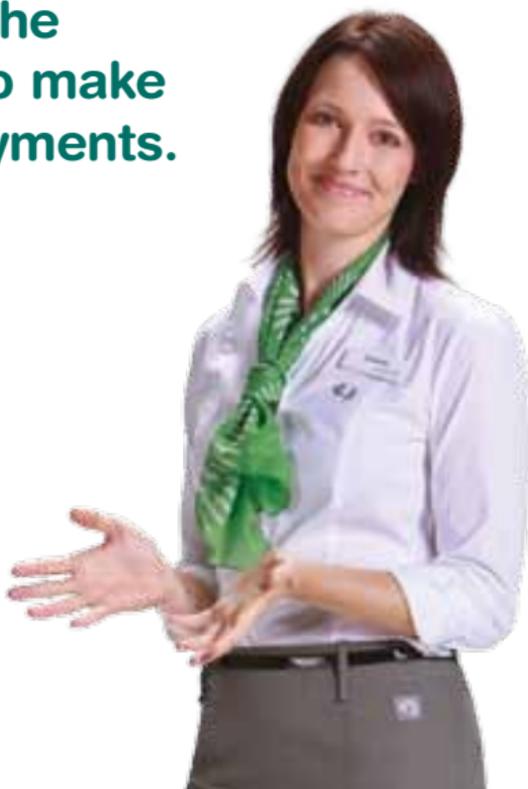
Bridging Loan

Bridging Loans are designed to 'bridge the gap' between buying a new home and selling your current one. We can structure a bridging loan with flexible repayment options, and the interest rate is comparable to the Standard Variable Rate Home Loan.

You might choose this option if:

Bridging Loans are for people who don't want to miss out on buying a new property while they wait to sell their current home.

**A variable rate
gives you the
flexibility to make
extra repayments.**



Fixed Rate

Fixed Rate Home Loan

Your home loan interest is fixed for a period of one, two, three or five years. You then have the option to continue with a new fixed rate period, change to a Variable Rate Home Loan, or split your loan between fixed and variable interest rates.

You might choose this option if:

You like to know exactly how much you need to budget for mortgage repayments. They provide the security of a guaranteed interest rate, so you don't have to worry about rising interest rates within your fixed period.

Line of Credit

Asset Line

This all-in-one option allows you to use equity in your property to invest in other assets, such as shares, property and managed funds. Money can be withdrawn up to the facility limit at any time – in this way a line of credit loan is similar to an overdraft facility.

You might choose this option if:

You have good equity in your property and are looking for repayment flexibility.

Package Option

Home Package Plus

A home loan package that allows you to choose from a range of competitive home loan options¹ and provides flexibility to include multiple home loans. It offers savings on loan establishment fees and account keeping fees, and provides discounts and benefits on other products and services.

You might choose this option if:

You want a complete banking solution that offers multiple home loan options plus cost savings on other banking and insurance products.

1. Low Doc loans excluded.

A fixed rate makes it easier to budget repayments, and protects you from rising interest rates.



Other home loan considerations

There's lots to consider when getting a home loan, read on to see how else we can help.

Deposit Kick Start

This option enables you to use the equity in the home of a family member or friend towards the purchase of your new owner-occupied home – to help kick start your dream. Borrow up to 110% of the confirmed value of the purchase property, without incurring the cost of Lenders Mortgage Insurance, potentially saving you thousands of dollars.

Deposit Power Guarantee

Deposit Power allows you to purchase a home or invest in property without having to provide the deposit in cash. A Deposit Power Guarantee¹ is a substitute for the cash deposit during the time between signing contracts and settlement. It is a guarantee to the Seller/Vendor for all or part of your deposit (up to 10% of the purchase price) - you simply pay the full purchase price at settlement. Both short and long term guarantees are offered to suit any settlement terms up to 48 months.

1. Deposit Power is a division of, and all Deposit Power Guarantees are issued by, AAI Limited ABN 48 0055 297 807 trading as Vero Insurance, a company which has its origins dating back to 1833. Suncorp Bank is not responsible or liable for, and does not guarantee, this product.

Low Deposit Option with 5% Genuine Savings

This option enables you to borrow up to 95% of the property's confirmed value, and is available to both owner-occupiers and investors. If the loan to value ratio is 90% or greater, you will be asked to demonstrate a genuine savings record for a minimum 5% and an ability to complete the home purchase (including covering all fees and duties).

First Home Owner Grant

Are you buying your first property? If so, you may be eligible for the Government's First Home Owner Grant (FHOG). We can make it easy for you by processing the grant application with your Suncorp Bank Home Loan.

We offer a range of home loan solutions to suit your individual needs.



Split Home Loans

Do you want the option to split your loan between fixed and variable interest rates? A Split Home Loan gives you the option to split your loan into two loans, so you can 'lock in' the interest rate on one loan by selecting a fixed rate, and enjoy the flexibility to make extra repayments by keeping the other loan on a variable rate. For example, you may choose to lock 25% of your loan amount into a fixed rate loan, and the remaining 75% into a variable rate loan.

Low Doc Loans

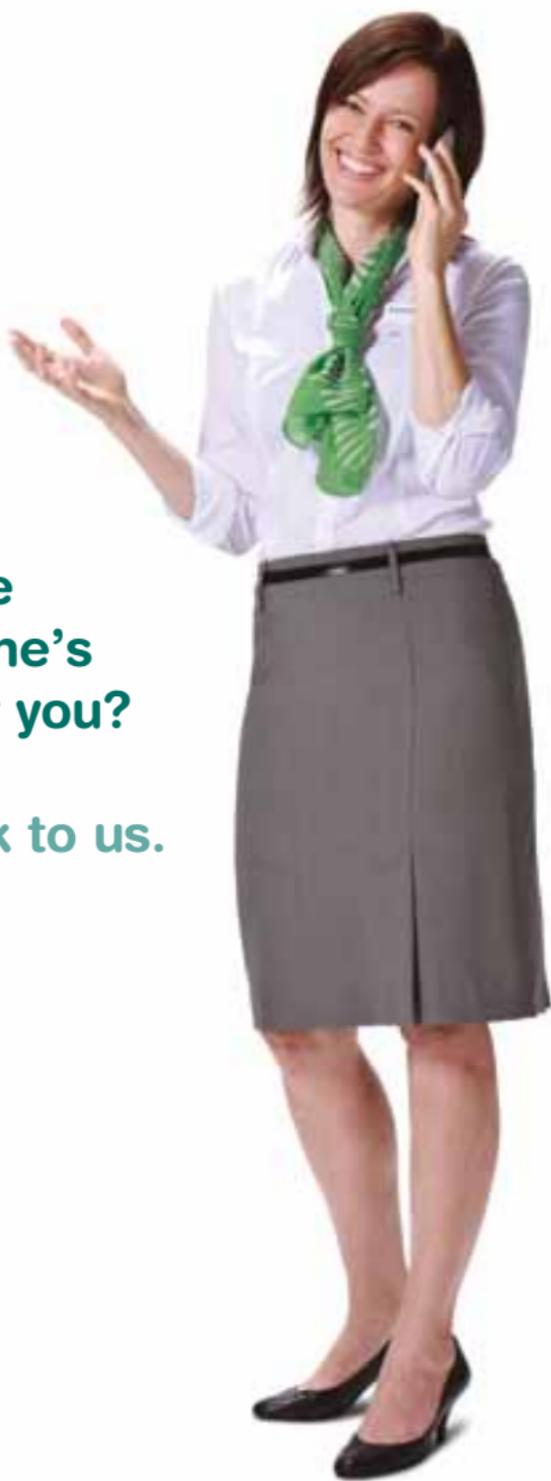
Are you self-employed and need more flexibility with proof of income requirements? Low Doc Loans are available for self-employed individuals, companies and family discretionary trusts – and can assist if you have income and assets, but find it difficult to provide all the required financial statements or tax returns for your loan application.

Lenders Mortgage Insurance

Will Lenders Mortgage Insurance be required? If you are borrowing more than 80% of the value of a property, or seeking a Low Doc application of more than 60% of the property's value, you will be required to pay Lenders Mortgage Insurance. This is a one-off payment and can be financed into the loan. Lenders Mortgage Insurance protects Suncorp Bank against loss in the event of a forced sale of a mortgaged property. It does not insure you but does make it possible for you to buy a home with a smaller deposit.

**Not sure
which one's
right for you?**

Just talk to us.



Home loans at a glance

It's important to choose a home loan with features and benefits that suit your individual needs. Our Home Loan Specialists can assist you with this and ensure you're informed of any fees and charges associated with the features you intend to use. You can then assess the savings you could make against any associated costs.

Compare Suncorp Bank Home Loan options

Key features

Ability to make lump sum or extra repayments

100% Home Loan Offset Facility²

Cashback³ The ability to redraw additional repayments

The choice of interest only repayments⁴

Ability to split⁵ the loan into a variable and fixed component

Ability to add additional funds⁶ to the loan value

Low Doc⁷ option available

Access to Phone and Internet Banking

Various home loan repayment options and ability to set up automatic repayments

Ability to include in a Package

1. For Fixed Rate Home Loans, an Early Payment Interest Adjustment (EPIA) applies if more than the prepayment allowance (currently \$500 per month) is paid in excess of the agreed monthly repayment. The EPIA also applies if the loan is repaid in full or the agreed fixed rate period is broken for any reason. EPIA applies to the whole amount prepaid. For more information on EPIA ask in branch for our EPIA brochure.
2. A Mortgage Offset Fee applies to link the 100% Home Loan Offset Facility to your home loan. This fee is charged to your linked loan account.
3. You need to apply for Cashback, which is available subject to conditions specified in the contract. Please read those conditions carefully. A Cashback fee may be charged. External transfers cannot be performed using online Cashback.

Variable Rate Loans			Fixed Rate Loans	Line of Credit
Standard Variable Home Loan	Back to Basics Home Loan	Bridging Loan	Fixed Rate Home Loan	Asset Line
✓	✓	✓	✓ ¹	✓
✓	✗	✗	✗	n/a
✓	✓	✗	✗	n/a
✓	✓	✓	✓	n/a
✓	✓	✗	✓	✓
✓	✓	✗	✗	✓
✓	✓	✗	✓	✓
✓	✓	✓	✓	✓
✓	✓	✓	✓	✓
✓	✗	✗	✓	✓

- A maximum period of five years interest only repayments applies and is subject to you satisfying applicable Bank criteria.
- Split your loan into two loans, one fixed rate loan and one variable rate loan in a proportion of your choice (e.g. 75% fixed and 25% variable). At the end of any fixed rate period, the fixed loan automatically reverts to the standard variable rate or you can apply to fix the interest rate again. Variation fees apply.
- An Additional Loan is available (subject to satisfying our credit requirements) and fees and conditions may apply.
- Conditions apply. A standard loan application and an income declaration are required.

We'll help you every step of the way

Although everyone follows the same steps to secure a home loan, how you go about it is entirely up to you. If you want to get things moving, you may wish to complete the first three steps in one sitting. If you want to take it easy, you're free to take each step as it comes. Whichever way you choose, we'll be there to help you every step of the way.

Pull out the page to see how we can help you every step of the way.



Step 1

Information gathering and preparation



Step 2

Conversation with a Home Loan Specialist



The key to a smooth approval process is preparation – so it's important to give some prior thought to your individual circumstances, such as:

- Your finances and commitments
- How much you've saved for a deposit
- Loan features that appeal to you
e.g. flexibility, access
- Your current and future lifestyle requirements.

You'll find a host of useful resources, such as Home Loan Calculators and Frequently Asked Questions, at suncorpbank.com.au. Our Home Loan Specialists can also assist with any questions. Please call **13 11 75**, visit your local branch or, if you prefer, a Mobile Home Loan Specialist could come to you.

It's now time to discuss your home loan requirements and objectives with a Home Loan Specialist.

This step is an opportunity to discuss:

- Your ability to comfortably make loan repayments – we'll consider a range of factors including income, expenses and liabilities, and any foreseeable changes to your financial circumstances
- Purpose for the loan
- Loan types, features, costs and risks
- Your future needs
- The information and documentation you are required to provide.

Turn the page to see steps 3 to 6.



Step 3

Application



This is where you, together with your Home Loan Specialist, complete, sign and date the home loan application form and submit all necessary supporting documents for approval.

Step 4

Approvals



Once we receive your application and all required documentation, we will verify the information provided (to ensure it meets our credit policy and requirements) and undertake a credit check. We will also confirm any conditions on the loan, and, if necessary, undertake a valuation on the property and conduct any title searches.

Your Home Loan Specialist will advise of any additional information required – such as from your solicitor or other financial institutions.

When formally approved, you will receive a call from your Home Loan Specialist.

Step 5

Documentation



This is when the home loan contract is issued. We recommend that you check all your home loan documentation thoroughly, before signing, dating and returning it to us in the pre-addressed, postage paid envelope. Check that everything is signed correctly. The signed documents should be returned to Suncorp Bank as soon as possible to avoid delays.

Step 6

Settlement



Once all our requirements are met, the loan funds will become available to you. You or your solicitor will need to make arrangements for any settlement with Suncorp Bank.

This will include advising Suncorp Bank of the cheque details, such as the amounts and to whom they need to be made out, at least three days prior to settlement for purchases and on the day of settlement for refinances. On the day we advance the loan funds, we debit your loan account. In the case of a purchase, the real estate agent will be instructed by the seller to give you the keys to the property following settlement. We'll usually give you a courtesy call to check that everything is in order.

Congratulations!

What you'll need to supply to us to support your loan application

1. Identification

If you are not currently a Suncorp Bank customer, proof of identity is required to establish your account.

2. Income and expenses

Proof of your income (pay slips, financial statements) and expenses (records of what you owe) are required to assess your ability to comfortably make loan repayments.

3. Assets and liabilities

Proof of what you own and owe (property, vehicles, investments, bank accounts) is required for assessing risk.

4. Other details

Other supporting documentation such as a copy of the contract of sale, solicitor details or recent statements of credit/store cards may be required along with your loan application.

For more information on what documentation you will need to support your loan application download the Documentation Checklist from our website [suncorpbank.com.au](https://www.suncorpbank.com.au).

What you should do next

Your next step is to speak with a Suncorp Bank Home Loan Specialist to discuss your loan needs. To get in touch, call **13 11 75**, visit your local branch, or if you prefer, a Mobile Home Loan Specialist can come to you. Of course, you can also visit us online at suncorpbank.com.au to find out more about our home loans.

Get in touch with us.

We look forward to speaking with you.



Things you need to know:

1. Home Loans are made by Suncorp-Metway Ltd ABN 66 010 831 722 ("Suncorp Bank") Australian Credit Licence 229882. All home loans are available to approved applicants only. Terms and conditions apply and are available on request. Fees and charges apply.
2. Various products and services are provided and issued by different entities in the Suncorp Group. Suncorp Bank and other entities in the Suncorp Group are not responsible or liable for, and do not guarantee the products and services provided by other entities of the Suncorp Group.
3. Please read any applicable Product Disclosure Statement/ Product information Document before making any decisions about a product. Contact Suncorp Bank for a copy on 13 11 75 or call into a local branch.
4. Any advice contained in this brochure has been prepared without taking into account your particular objectives, financial situation, or needs. For this reason, before acting, you should consider the appropriateness of this advice having regard to your own objectives, financial situation, and needs.
5. All rates, discounts, margins and fees and charges are subject to change.

Contact us for more information,
or to arrange an appointment:

 **Call 13 11 75**

www suncorpbank.com.au



**Make an appointment with a
Home Loan Specialist at your
local branch or one of our
Mobile Home Loan Specialists
could come to you.**

It's worth the switch

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