



Broker Cheat Sheet

Home Loan special offers and fixed interest rates.

These Westpac Home Loan interest rates and offers are current as of 24 November 2020. Refer to email communications and westpac.com.au/brokers for further information.

The below rates exclude any LVR^{^^} discounts for new loans.

	Offer details	Owner Occupier	Investor		Premier Advantage Package* required?	Annual package fee	Monthly fee	\$3,000 Refinance Cashback ⁴ (external refinances)	Fulfillment
		PI	PI	IO					
Basic	Flexi First Option Home Loan variable rate - special offer on new loans	2.29% p.a. ¹ (Comparison Rate 2.72% p.a. ¹) 2yr promo discount	2.59% p.a. ² (Comparison Rate 3.10% p.a. ²) 2yr promo discount	3.39% p.a. ³ (Comparison Rate 3.40% p.a. ³)		\$0	\$0	✓	Flexi First NL 2018
Standard Fixed Interest Rates	1 Yr Fixed Rate (Premier Advantage Package*) Min loan size \$150k	2.09% p.a. (Comparison Rate 3.59% p.a. ¹)	2.59% p.a. (Comparison Rate 4.12% p.a. ¹)	2.69% p.a. (Comparison Rate 4.36% p.a. ¹)	✓	\$395	\$0	✓	
	2 Yr Fixed Rate (Premier Advantage Package*) Min loan size \$150k	2.09% p.a. (Comparison Rate 3.50% p.a. ¹)	2.49% p.a. (Comparison Rate 4.00% p.a. ¹)	2.59% p.a. (Comparison Rate 4.22% p.a. ¹)	✓	\$395	\$0	✓	
	3 Yr Fixed Rate (Premier Advantage Package*) Min loan size \$150k	2.09% p.a. (Comparison Rate 3.40% p.a. ¹)	2.49% p.a. (Comparison Rate 3.89% p.a. ¹)	2.59% p.a. (Comparison Rate 4.10% p.a. ¹)	✓	\$395	\$0	✓	
	4 Yr Fixed Rate (Premier Advantage Package*) Min loan size \$150k	1.99% p.a. (Comparison Rate 3.29% p.a. ¹)	2.79% p.a. (Comparison Rate 3.89% p.a. ¹)	2.89% p.a. (Comparison Rate 4.09% p.a. ¹)	✓	\$395	\$0	✓	
	5 Yr Fixed Rate (Premier Advantage Package*) Min loan size \$150k	2.29% p.a. (Comparison Rate 3.31% p.a. ¹)	2.79% p.a. (Comparison Rate 3.82% p.a. ¹)	2.89% p.a. (Comparison Rate 4.01% p.a. ¹)	✓	\$395	\$0	✓	

\$3,000 Refinance Cashback ⁴	Eligibility Criteria	Exclusions
<p>\$2,000 Refinance Cashback per property: Applications submitted between 23 September 2019 to 31 January 2021 and settled by 31 March 2021</p> <p>One \$1,000 Bonus Refinance Cashback for a new refinance application: Applications submitted between 18 September 2020 to 31 January 2021 and settled by 31 March 2021</p>	<ul style="list-style-type: none"> \$2,000 cashback is available for Owner Occupier with Principal and Interest repayments and investment loans. One \$1,000 bonus cashback is available for Owner Occupier with Principal and Interest repayments and investment loans with maximum LVR of 80%. For Owner Occupier (Principal & Interest repayments) and Investment Property loans for refinance purposes Available for Flexi First Option Loans and loans under the Premier Advantage Package*. \$395 annual package fee applies \$250,000 minimum loan per property refinanced The applicant must either hold or be approved for a Westpac Choice transaction account in order to qualify and continue to receive the benefits of the Premier Advantage Package 	<ul style="list-style-type: none"> Owner Occupier (Interest Only repayment) home loans Residential lending originated under family or company trusts Switches or internal refinances within the Westpac Group which includes Westpac, St.George, Bank of Melbourne, BankSA and RAMS Applications received outside of the campaign period Non-resident borrowers

Special Term Deposit Rate for Family Security Guarantees ⁵	Eligibility Criteria	Exclusions
<p>Applicable for eligible new home loans under the Family Security Guarantee - the guarantor who supports the loan with a 2-year Term Deposit will receive a 2.29% p.a. fixed rate on their guaranteed funds.</p> <p>Note: To apply the special rate, the guarantor must open the Term Deposit in branch or via Customer Care, as the special rate is not available online. A Westpac banker will need to verify and link the loan for the guarantor.</p>	<p>Home Loan:</p> <ul style="list-style-type: none"> Offer available on all loans eligible under the Family Security Guarantee for purchase or refinance of owner occupier or investment property. \$150k minimum loan size New applications submitted from Friday 23 October 2020. A Family Security Guarantee can be provided by parents or legal guardians, siblings, and children. Guarantors will be required to seek independent legal advice before offering to guarantee a loan. <p>Term deposit:</p> <ul style="list-style-type: none"> 2.29% p.a. for 2 years with interest paid monthly or annually, on deposits from \$5,000. Maximum deposit of 20% of the guaranteed loan value. Personal customers only, held as a Family Security Guarantee against a home loan. After the initial 2-year term, the term deposit will revert to the customer rate and must be reinvested at the preferred term, interest rate, and interest frequency until the required Loan to Value Ratio (LVR) is achieved, and the guarantee can be released. 	<p>Home Loan:</p> <ul style="list-style-type: none"> Line of Credit and Bridging Loan products are not eligible under the Family Security Guarantee. Not available for the purposes of debt consolidation, owner builder construction, cash out, or addition of a security guarantee to an existing loan.

For broker purposes only - not to be shared with or forwarded to customers.



Things you should know

Credit criteria, fees and charges apply. Terms and conditions available on request. Based on Westpac's credit criteria, residential lending is not available for Non-Australian Resident borrowers. Tax consequences may arise from these promotions for investors and customers should seek independent advice on any taxation matters.

Fixed rates: Interest Rates displayed are for Australian residents only. The Bank will apply the fixed rate that is available at the loan settlement date or the date the fixed rate period commences. At the end of the fixed rate period the interest rate will convert to the applicable variable home loan interest rate.

^ The comparison rate is based on a loan of \$150,000 over a term of 25 years. **WARNING:** This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate.

LVR stands for the initial loan to value ratio at loan approval. LVR is the amount of your loan compared to the Bank's valuation of your property offered to secure your loan expressed as a percentage. The Bank's valuation may not be the same as the purchase or advertised price. Home loan rates for new loans are set based on the initial LVR and don't change because of changes to the LVR during the life of the loan. For example, a loan of \$400,000 to buy a property worth \$500,000 results in a loan to value ratio of 80%.

* **Premier Advantage Package:** Premier Advantage Package Terms and Conditions apply. A \$395 annual package fee applies and is payable from an eligible Westpac Choice transaction account. You must hold a Westpac Choice transaction account to qualify and continue to receive the benefits of the Premier Advantage Package. Read the Westpac Choice transaction account terms and conditions and consider whether the product is right for you. Refer to Westpac.com.au

- 1. Flexi First Option Home Loan with principal & interest repayments:** This offer is valid for applications from 18/09/2020 and may be varied or withdrawn at any time. The rate includes a 1.64% p.a. discount off our Flexi First Option Home Loan Variable Rate for two years from loan settlement date, at the end of the period it will revert to a 1.14% p.a. discount for the remainder of the life of the loan. Excludes internal refinances or switches within the Westpac Group, which includes refinances from Westpac, St.George, Bank of Melbourne, BankSA and RAMS. Interest rates are subject to change.
- 2. Flexi First Option Investment Loan with principal & interest repayments:** This offer is valid for applications from 18/09/2020 and may be varied or withdrawn at any time. Not available to company and trust account holders. Interest rate is subject to change. This offer is only available for new Flexi First Option Investment Property Loans with Principal and Interest repayments. The rate includes a 1.89% p.a. discount off our Flexi First Option Investment Property Loan Principal & Interest Variable Rate for two years from loan settlement date, at the end of the period it will revert to a 1.29% p.a. discount for the remainder of the life of the loan. Excludes internal refinances or switches within the Westpac Group, which includes refinances from Westpac, St.George, Bank of Melbourne, BankSA and RAMS. Interest rates are subject to change.
- 3. Flexi First Option Investment Loan with interest only repayments:** This offer is valid for applications from 05/06/2020 and may be varied or withdrawn at any time. Includes a 1.35% p.a. discount off our Flexi First Option Investment Property Loan Interest Only repayment Variable Rate for the life of loan. Interest rates are subject to change. Excludes internal refinances or switches within the Westpac Group, which includes refinances from Westpac, St.George, Bank of Melbourne, BankSA and RAMS.
- 4. \$3,000 Refinance Cashback:** \$2000 Refinance Cashback per property for new refinance applications received between 23 September 2019 to 31 January 2021 and settle by 31 March 2021. Offer current as at 23 September 2019. Only 1 cashback per property refinance will be paid regardless of the number of loans involved. One \$1,000 Bonus Refinance Cashback for a new refinance application submitted between 18 September 2020 to 31 January 2021 and settle

by 31 March 2021 with maximum LVR of 80%. Offer current as at 18 September 2020. Only 1 bonus cashback will be paid regardless of the numbers of customers, properties or applications involved. Offers available for Owner Occupier with Principal and Interest repayments and investment loans. Offers available on the Premier Advantage Package and Basic Home Loans. Offers may be varied or withdrawn at any time. \$250K min loan per property refinanced applies for the \$2000 and \$1000 bonus Refinance Cashback. Excludes Portfolio Loans, switches and refinances of home loans within the Westpac Group which include St.George, Westpac, Bank of Melbourne, BankSA and RAMS. Offer not available for Owner Occupier Interest Only loans or residential lending originated under family or company trusts. Premier Advantage Package Terms and Conditions apply. A \$395 annual package fee applies and is payable from an eligible Westpac Choice transaction account. You must hold a Westpac Choice transaction account to qualify and continue to receive the benefits of the Premier Advantage Package. Read the Westpac Choice transaction account terms and conditions and consider whether the product is right for you. Refer to Westpac.com.au. The cashback will be paid into a Westpac Choice transaction account within 60 days of settlement. The transaction account must be linked to the home loan at the time of settlement and kept open for 60 days after settlement.

- 5. Special Term Deposit rate for Family Security Guarantees:** Term Deposit: 2.29% p.a. for 2 years with interest paid monthly or annually, on deposits from \$5,000. Maximum deposit of 20% of the guaranteed loan value. Personal customers only - not available for business, corporate, institutional or government customers. This offer is available only if a Home Loan is settled with Westpac, where a Family Security Guarantee is required. Special rate will only apply to new Term Deposits and excludes funds rolled over from existing Westpac Term Deposits. Rate applies for a single term, the initial term of the Term Deposit. Higher or lower rates may apply for subsequent terms. Upon maturity of the Term Deposit, please contact us or log in to review the Term Deposit rates on offer. After the initial 2 year term, the term deposit will revert to the customer rate and must be reinvested at the desired term, interest rate, and interest frequency until the required Loan to Value Ratio (LVR) is achieved, and the guarantee can be released. Rate is not available in conjunction with any bonus interest or other special rates offered on Westpac Term Deposits. You must provide a minimum of 31 days' notice to access funds prior to maturity (except in cases of hardship). Please note that the guarantee must be released prior to accessing any of the principal deposit amount. Once the guarantee is released, if the deposit or any part of it is withdrawn prior to maturity, an interest rate adjustment will normally apply. At the time of home loan settlement, the Term Deposit will be locked and secured against the property until the determined loan value is reached, and the guarantee can be released. Term deposit must be opened in branch or via Customer Care to receive offer rate. Term Deposit terms and conditions available on request. Conditions, fees and charges apply.

Home Loan: Offer available on all loans eligible under the Family Security Guarantee, for purchase or refinance of owner occupier or investment property. Note that for investment properties, the borrower must not have ownership of any other properties at the time of application, and owner occupier borrowers may own a maximum of one other property that does not have sufficient equity to provide security. For new Family Security Guarantee Home Loan applications received from 23 October 2020. A Family Security Guarantee can be provided by parents or legal guardians, siblings, and children. Line of Credit and Bridging Loan products are not eligible under the Family Security Guarantee. Not available for the purposes of debt consolidation, owner builder construction, cash out, or addition of a security guarantee to an existing loan. \$150k minimum loan size applies. Guarantors will be required to seek independent legal advice before offering to guarantee a loan. Credit criteria, fees and charges apply. Offer may be varied or withdrawn at any time. Full eligibility criteria on the Family Security Guarantee is available on request.