



Contents

- Interest Rates and the Economy
- The Australian Market 1
MCP Group News
- Welcome to Financial Planning 2
Questions & Answers
- Legal and Financial 2
MCP Commercial Lawyers
- Bankruptcy Declaration and Directors 2
MCP Business Structures
- Order Forms Online 3
MCP Financial Planning
- Budget Highlights 4
MCP Finance
- The Advantages and Disadvantages of Franchising 4
- Capital Adequacy - The Basics 5
- Financier News 6
- Mortgage Documentation Requirements 6
Interest Rate Schedule

INTEREST RATES AND THE ECONOMY

THE AUSTRALIAN MARKET

The Reserve Bank of Australia (RBA) lifted the Official Cash Rate by 0.25% p.a. to 5.75% p.a. in the month of May.

Until recently there was a widespread consensus that the Official Cash Rate would remain steady for the first half of 2006. In the February edition of Your Mortgage Magazine all nineteen of the experts surveyed believed the Official Cash Rate would remain unchanged until May 2006, with only two denoting that a rise would occur by July 2006. Conversely, four stated that the Official Cash Rate would

QUOTE OF THE MONTH

"If you want a place in the sun, be prepared to put up with a few blisters."

- Abigail Van Buren

Market Data and Important Statistics

As at date 22 May 2006

Official Cash Rate: 5.75%
U.S. Fed. Funds Rate: 4.75%

90 Day Bank Bill Rate: 5.89%
5 Year Bonds Rate: 5.79%

All Ordinaries: 5061.2
Aust. Dollar (US Cents): 76.26

decrease before the commencement of the 2006/2007 financial year.

Confusion aside, the underlying rationale behind the RBA's decision to increase rates lies within economic projections. Most prolifically these include international economic forecasts which ultimately impact the value of base metal/resource prices which are a key driver of the Australian economy.

Japan is set to increase their economic output after an extended period of downturn, China has suggested it will continue with its rapid economic expansion and the United States of America has exceeded expectations with its robust production outlook moving forward.

In fact, according to the RBA's economic release, world growth will continue to "expand faster than average" in 2006 with some key observers believing the trend will continue throughout 2007.

Domestically, business spending has increased at the average rate of 14 percent p.a. over the past four years, while demand growth is forecasted to increase from 2003 plateaus (which was partially due the softening of housing prices).

As a result, the RBA has taken a pre-emptive approach to monetary policy by lifting rates, ultimately ensuring that our economy doesn't exceed medium to long term capacities.

Reasons for RBA increase in the Official Cash Rate

International economic strength, projected increase in domestic spending, sharemarket heights, high resource prices and business profits/investment.

Desired outcome of rate rise

Ensure economic sustainability in the medium to long term and reflect projected inflation.

Monthly Loan Repayments (25 Year Term - Principal & Interest)

Table with columns for Mortgage amount, Standard Variable Rate (7.32%, 7.57%, Increase), and Basic / Packaged Rate (6.72%, 6.97%, Increase). Rows show mortgage amounts from \$100,000 to \$600,000.

The above table may not apply to your specific situation. Please refer to the MCP Group online loan calculators for more personalised scenarios. The above table is based on monthly loan repayments for a 25 year term mortgage.

CONGRATULATIONS TO SHANE AND NATALKA FROST

MCP Group would like to congratulate Shane and Natalka Frost on the birth of their baby boy. Cooper Thomas Frost was born in good health on 1 May 2006 at 1:06 pm

MCP GROUP FINANCIAL PLANNING

MCP Group are pleased to announce the official opening of our Financial Planning Division, which is able to provide information pertaining to developments throughout the superannuation industry, investment structuring advice, financial planning and insurance services.

The division is headed by John Ross, who's had extensive experience in the accounting and financial planning industries. Please contact John on (03) 9620 2001 if you are interested in MCP Financial Planning services.

QUESTIONS AND ANSWERS

The MCP Group team will answer a selection of our clients' queries in each edition of our monthly newsletter. To submit your query to our office please contact our Group by phone on (03) 9620 2001 or via email (enquiries@mcpgroup.com.au).

FINANCE

What type of security do I need to provide for a commercial loan?

A commercial financier will generally avoid providing finance to a prospective borrower who's unable to provide secure collateral. This may sound negative, but most financiers adopt a 'worse case scenario' approach to commercial lending. They're interested in what may be sold in the event that the business fails.

Most lenders require property such as your home or business premises to be used as security. Other collateral may involve taking a charge over business assets or a personal director's guarantee.

A personal guarantee works much in the way of a legally binding promise. If the business fails, a personal

guarantee argues that the loan will be repaid through personal means if business assets are not sufficient to cover the repayment of the underlying loan.

LEGAL

Can you provide some pointers I should follow to protect my personal and/or business assets?

When purchasing a property or asset it is vital to abide by the following basic principles:

- Where possible, ensure that capital injections into an asset purchase, generally in the form of loans, are secured over the assets of the business venture or the property.
- Determine the most appropriate structure to hold the asset in conjunction with lawyers and accountants. Holding an asset in your own name, in the name of a partnership, trust or company are common.
- Wherever possible, ensure personal and business assets are not at risk from creditors.
- Where possible, avoid the provision of spouse/personal/director guarantees, which expose personal assets.
- Ensure the above measures are relevantly documented.



BANKRUPTCY DECLARATION AND DIRECTORS

WHAT IS A COMPANY?

A Company is an association of a number of people with a common object. It is owned by Shareholders and managed by Directors. Once created it is an entity in its own right and has a legal personality to do what a natural person can do. Therefore, a Company can sue and be sued in its own right.

WHO IS A DIRECTOR?

A Director is a person employed as an officer of a company and has a duty to perform the duties of management of the business of the company.



Declaring Bankruptcy may give business owners the chance for a new start. But beware – making such a declaration has significant personal and business ramifications.

What happens to me as a director, alternate director or secretary if I am bankrupt or subject to a personal insolvency agreement under Part X of the Bankruptcy Act 1966? Under the Corporations Act 2001 (the Act), if you;

- Are an undischarged bankrupt; or
- Have entered into a personal insolvency agreement under Part X of the Bankruptcy Act 1966 or a similar law of an external Territory or a foreign country and the terms of the agreement have not been fully complied with.

You are automatically disqualified from managing corporations and cease to be a director, alternate director or secretary of a company unless you have been given leave by the Court to manage corporations.

This includes those persons who previously:

- Have executed a deed of arrangement under Part X of the Bankruptcy Act 1966 (Part X) where the terms have not been fully complied with; or
- Have creditors who have accepted a composition under Part X where final payment has not been made under the composition.

It is an offence for a person within one of the above categories to continue to manage a corporation without the leave of the Court. The penalty on being found convicted of this offence is a fine up to \$5,500.00 or 1 year imprisonment or both.

WHAT DOES BEING BANKRUPT MEAN?

A person is a 'bankrupt' if they have been declared bankrupt under the provisions of the Bankruptcy Act 1966 and have not been discharged from the bankruptcy. The bankruptcy is registered with Insolvency Trustee Services Australia (ITSA).

WHAT IS THE PERSONAL INSOLVENCY AGREEMENT UNDER PART X?

A personal insolvency agreement (formerly known as a 'Part X arrangement') is an alternative to bankruptcy and for the purposes of the Act, is where a person enters into an agreement with their creditors without being made bankrupt. The person entering into the agreement must sign a deed.

WHAT DO YOU NEED TO DO TO DECLARE BANKRUPTCY?

If you are within one of the above categories you should promptly lodge with ASIC a Form 296 Notice of disqualification from managing a corporation.

While you may be automatically ceased as an officeholder of a company, the company is still required to notify ASIC of your cessation as a director, alternate director or secretary and the appointment of a replacement (if applicable) by lodging a Form 484 Change to company details within 28 days of the cessation. If there is more than one officer in your company, any remaining officer should sign the Form 484. If there are no other officers in the company, but there are members other than you, the members can appoint a replacement director.

If you are the only officeholder and member, your trustee in bankruptcy can appoint another person as a director of the company to take your place, at this stage the company should seek legal advice on matters such as the number of directors being below the statutory minimum required under the Corporations Act 2001.

If the company is no longer carrying on business, another officeholder or member of the company may wish to apply for voluntary deregistration by completing and returning to ASIC, a

Form 6010 (Voluntary deregistration of a company) in accordance with subsection 601AA(1) and (2) of the Corporations Act 2001.

Consideration can be given to the deregistration of the company if the company meets all of the following criteria:

- All members of the company agree to the deregistration;
- The company is not carrying on business;
- The company's assets are worth less than \$1000;
- The company has paid all fees and penalties payable under this Law;
- The company has no outstanding liabilities; and
- The company is not a party to any legal proceedings.

WHEN CAN I BE A DIRECTOR, ALTERNATE DIRECTOR OF SECRETARY AGAIN?

If you were an undischarged bankrupt, you can be a director, alternate director or secretary again after the bankruptcy is discharged. If you were subject to a personal insolvency agreement under Part X, you can be a director, alternate director or secretary again after you have fully complied with the terms of this agreement.

However, your appointment will not automatically recommence on one of the above events occurring. The company will need to reappoint you in accordance with the company's constitution and the appointment must be notified to ASIC by lodging a form 484 – Change to company details within 28 days of the appointment.

LIAISON WITH ITSA

As part of a Data Matching Protocol with ITSA, ASIC may receive information from ITSA that you may be a person within one of the above categories and therefore disqualified from being a director, alternate director or secretary. We will undertake steps to record your cessation as a director, alternate director, or secretary on ASIC's publicly available database in accordance with the Data Matching Protocol.



BUSINESS STRUCTURES – ORDER ON LINE

You are now able to order Companies and Trusts on line at www.mcpgroup.com.au.

Our traditional method of ordering remains in place, where our Forms can be emailed to you in word format for electronic or fax use. They are available on our Website in PDF format as well.

In addition we have moved to a new processing system to receive payment at the same time as an order is submitted.



Company Names and Trusts can now be ordered online via our new look website. Please speak to Rolly Macedo for further information.

We believe this change will be administratively beneficial for all concerned.

If you choose to pay by credit card, you can also authorize us to use that credit card for future Orders until you advise otherwise. In our view this should lead to significant efficiencies.

We will provide you with invoices marked as paid with delivery of Companies and Trusts.

Our competitive prices remain unchanged.

Please call Rolly Macedo or Mike Poynter with any queries. We look forward to providing you with our best service.



BUDGET HIGHLIGHTS

The 2006 Federal Budget was released earlier this month with much anticipation throughout the Financial Planning Industry.

Some of the major highlights revolve around the taxation of superannuation contributions and the increase of personal taxation thresholds. These increases may now prompt some employers, and employees, to review the benefits of salary packaging as a tax effective tool.



The superannuation industry is set to undergo significant changes if the Treasurer's new proposals are accepted.

The Treasurer also proposed to simplify the superannuation industry by recommending the following amendments, which would come into effect on 1 July 2007 if successful. These changes include:

- Superannuation benefits paid to a person over 60 to be tax free;
- Reasonable Benefit Limits (RBL's) to be abolished;
- The compulsory payment of superannuation benefits to an employee over 65 to be relaxed;
- Contributions taxation to increase to 45% for contributions exceeding \$50,000 per annum;
- Undeducted contributions to be limited to \$150,000 per annum;
- Assets Test to be modified; and
- The implementation of a program to prevent the loss of superannuation monies.

Please note that these recommendations are only in their proposal stages. Further information regarding superannuation taxation can be obtained by calling John Ross on (03) 9620 2001.



THE ADVANTAGES AND DISADVANTAGES OF FRANCHISING

INTRODUCTION

Franchising is not a business in itself, but rather a method by which a business is operated.

The most common form of franchising is a business format franchise. This, by principle, allows the franchisee to use the business ideas, branding, methodologies and processes of the franchisor for an upfront fee or royalty (and in some cases a combination of the two).

Information obtained from the Franchise Council of Australia states that there are now 50,000 franchise outlets in Australia, making our nation one of the most "franchised" countries in the world on a per capita basis.

COSTS

Much like a stand-alone business, the largest upfront costs to establish a franchise include the purchase of the premises (if applicable), equipment and stock. Additional expenses include fixtures and fittings, accounting fees, business name registration and also an upfront commission to the franchisor which covers the cost of administering its establishment. Most reputable franchisors elect to raise revenue through garnishing a percentage of the franchise's earnings. This is commonly referred to as royalty.

DID YOU KNOW?
According to the Franchising Association of Australia, franchises have two and a half times more chance of being successful than stand-alone business ventures.

ADVANTAGES

There are several notable advantages of establishing a franchise as opposed to a stand-alone business. The main one being the sale of a known and established product.

Other benefits include continuing training and support, exclusive territorial protection, an established customer base, reduction of business risk, ease of finance and, in some circumstances, a reduction in the cost of supplies due to the notion of economies of scale (bulk purchasing).

The Advantages and Disadvantages of Franchising	
✓	Ability to sell a proven product under a well recognised name
✓	Franchisor support and training
✓	Territorial protection
✓	Ease of finance
✓	Established customer base
✓	Reduction of business risk
✓	Supplies may be at a discount compared to retail rates due Economies of Scale (bulk purchasing)
✗	Up-front fee to franchisor if applicable
✗	Must adhere to the Franchise Agreement
✗	Inability to change products, service delivery, look and feel
✗	Royalty fees may erode profitability
✗	The reduction of goodwill due to other franchises

The above table is to be considered as a guide only. Please contact our office for further information.

DISADVANTAGES

There are also many disadvantages linked to owning and operating a franchise. For example, the establishment costs for a franchise can be very expensive. In conjunction with the initial start up fee, as previously outlined, the franchisor will generally charge royalties for selling products with the

aid of their business processes.

You will also be legally required to adhere to certain terms and conditions outlined in the Franchising Agreement, which is a legally binding document that specifies the minimum level of business service and operational standards. Other pitfalls include difficulty selling your franchise and the loss of goodwill due to other outlets.

THE FRANCHISE AGREEMENT

The Franchise Agreement covers a host of issues that are relevant to a franchise. The main topics centre around the following:

1. Costs - What initial fees are payable and what royalty is required to establish the franchise.
2. Additional Assistance - So you've bought and paid for the franchise, but how much additional help will you get from the franchisor in terms of education, training and management?
3. Term - How long are you allowed to operate the business under the trademark of the franchisor?
4. Restrictions - Due to uniformity of product, franchisors impose severe restrictions on varying items sold under the franchise.
5. Territory - Franchisees are given exclusive territorial rights to prohibit other franchisees of the same business from operating within a selected zone.
6. Exit conditions.

The Franchise Agreement should always be reviewed by a qualified solicitor as there may be components which are unfair from a business and/or legal perspective.

HOW CAN MCP HELP?

MCP operates a number of business divisions under one Group umbrella. We can offer a "one stop shop" to most franchisees and franchisors. Our Group is able to establish trusts to maximize tax effectiveness (with the aid of your accountant), provide financial advice, review contracts and assist with future personal financial planning strategies.

Discounts may also be available to franchisees/franchisors who use more than one of our services due to our efficient organisational structure.

CAPITAL ADEQUACY REQUIREMENTS - THE BASICS

Quite often borrowers wonder: Why can't the lender discount their interest rate if they want my business? The short answer is because of Capital Adequacy requirements. Certain types of loans may affect the lender's ability to invest capital, thereby reducing their overall profit.

Capital Adequacy requirements are monitored and enforced by a Government Body called the Australia Prudential Regulatory Authority (APRA). The requirements ensure that financial institutions maintain a certain level of capital against different assets (e.g. residential or commercial property). The amount of capital a financial institution is required to hold is dependent on the relative risk profile of underlying collateral.

The idea of Capital Adequacy is to re-assure creditors and promote confidence throughout the financial services industry that investors will be paid on time as required. Imagine if a new Financial Institution had no Assets and received \$1 Million in deposits.

If they lent every dollar of those deposits to borrowers in the form of mortgages they would have \$0 in net assets. But since all the deposit funds are locked into mortgages, if a depositor wanted to make a withdrawal, how would the Financial Institution be able to honour their request?

Then there is the scenario of a borrower being unable to repay a debt. The Financial Institution would still have to pay the depositor, but would not be getting interest from the borrower - it would be making a loss on those funds. If the Financial Institution had no funds who would cover that loss?

Under the existing Capital Adequacy Framework the basic guidelines are state that financial institutions must hold a minimum capital level of 8% against its risk weighted assets. The capital is categorised into different tiers and the 8% is made up from a composition of these categories.

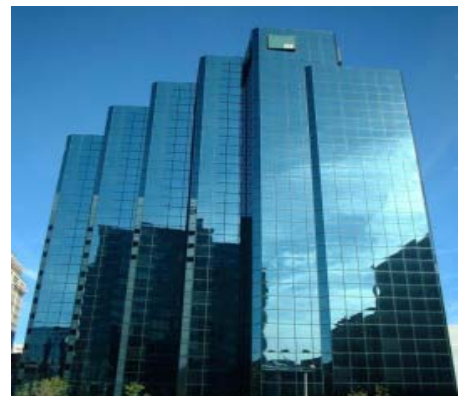
For example, a typical residential mortgage with a loan to value ratio

80% or less carries a risk weighting of 50%. So if a financial institution lent \$1 Million in residential mortgages it would need to fund \$40,000 from its own capital. Say the same \$1M is lent to a borrower at 85% of property value without Mortgage Insurance - the risk weighting now becomes 100%.

The Financial Institution would now need to fund \$80,000 from its own capital. If it lends that \$1M at the same interest rate, because it has to fund more of the debt from its own capital, this loan would be less profitable. Why? Because it ties up more funds from its loan portfolio, thus restricting its ability to lend more funds or invest elsewhere.

A lender only has so much capital to invest and it needs to ensure it uses it effectively to maximum their profits for shareholders. Therefore, the financial institution may need to charge a higher interest rate on loans where it must hold more capital. It is unrealistic to expect all borrowers to understand Capital Adequacy requirements. However, it is an important factor which determines pricing and will explain why some financial institutions refuse to discount their rates below a certain level.

In a previous newsletter we covered how the APRA is implementing a new framework for Capital Adequacy (Basil II). This new framework will target higher risk lending such as Asset Loans, Low Doc loans and High Percentage Lend Loans. Resultantly, Financial Institutions will need to hold more capital with regard to these loan types. As such, one



One of the functions of Capital Adequacy is to ensure that Financial Institutions maintain enough capital to absorb losses, pay creditors and continue to function if deposit withdrawals are made.

would expect to see an interest in the interest rates charged for these products.

Further Reading: www.apra.gov.au under Prudential Standards Guidance Notes.

FINANCIER NEWS

ANZ COMMERCIAL BANK

ANZ are now taking a favourable approach to interest only lending and will now consider lending at a loan to value ratio of 75% to stronger applicants. ANZ commercial banking are also offering specialised packages to select groups including medical and accounting practices, financial planning firms, pharmacies and franchise outlets.

BANKWEST

BankWest have a new line of credit product - BankWest Equity Access Loan. The rate is 7.10% irrespective of the loan amount. A \$325 annual fee applies which includes 50 free transactions. Borrowers can link a BankWest Master Card to this account and utilise the interest free days and have the line of credit pay out the balance of the card on its due date. A \$700 application fee applies (including one free valuation) as well as legal fees of \$137.50 (plus disbursements). Eligible borrowers include individuals and non-trading entities.

BANKWEST COMMERCIAL

BankWest are now writing commercial finance at the variable rate of 7.45% p.a. This is very competitive and well below commercial variable rates on offer throughout the market. BankWest charge an application fee of 0.50% of the loan amount plus legal fees of \$717.50 (plus disbursements). Valuations are charged at cost.

MACQUARIE MORTGAGES

For Low Doc loans over \$250,000 borrowers can take advantage of the flat rate of 7.23% p.a. (effectively a 0.32% discount off the Macquarie Standard Variable Rate). The offer expires on 31 May 2006 (application must settle 31 August 2006). Exit costs apply within the first four years including a Mortgage Insurance recovery fee. It should also be noted that Macquarie do not charge Mortgage Insurance for Low Doc

lending as they cover the Insurance Premium (limits do apply).

WESTPAC BANK

Westpac are now offering their Low Doc products at a discounted rate. Borrowers can lend up to 80% of their property's value (Lenders Mortgage Insurance applies for all loans in excess of a 60% loan to value ratio). Additionally, Westpac have introduced a \$700 deferred establishment fee effective from 22 May 2006 (applicable for the first four years).

MORTGAGE DOCUMENTATION REQUIREMENTS

The following is a list of the documentation required for the assessment of a residential loan application.

Identification

All financiers require evidence of identification. Under the Financial Services legislation, providing 100 points of identification is legally mandatory when applying for a residential home loan. The only exception is an internal refinance (refinance with a product from the same institution). In this scenario 100 points of identification has already been evidenced and, therefore, is not required to be seen again.

Wage/Salary earners

Recent payslips, evidence of income from your employer if recently hired and or taxation returns coupled with tax assessment notices (if self employed) are generally required. Rental statements are also needed if rental income is to be used for servicing.

Contract of Sale

The front page and the particulars section, signed by the vendor and the purchaser are required for purchase applications.

Current Loan Statement

Current loan statements to evidence good banking conduct may be requested for refinance applications. The statements must cover a 6-12 month consecutive period and be relatively recent (within four to six weeks old).

Rental Income/Valuation

Required for all applications to calculate the loan to value ratio. These are organised through the bank if the property is going to be used as security.

Construction documents

Fixed price building contracts and specifications are required if the application is for the construction of a premises.

Other documentation that may be required includes FIRB (Foreign Investment Review Board) approval certificates, explanation of credit rating defaults and a letter outlining specific information if the application is complex in nature. MCP Group always prepares submissions our financial applications detailing the purpose, structure, supporting documentation and our serviceability calculations to maximize the chances of a favourable credit outcome.

Please note that some documentation such as wage/income details may not be required for Low Documentation loans. In these cases a signed affordability declaration may be required.

	Refinance	Construction	Purchase
Identification (100 Points)	✓	✓	✓
Wage/Income Details	✓	✓	✓
Contract of Sale	x	✓	✓
Current Loan Statements	✓	x	x
Evidence of Savings	x	✓	✓
Plans and Specifications	x	✓	x
Fixed Building Contract	x	✓	x

Additional documentation may be required depending on the requirement of the underlying financier (e.g. some banks require evidence of a deposition for the completion of the property purchase).



Level 7, 520 Collins Street
Melbourne VIC 3000
Phone: (03) 9620 2001
Facsimile: (03) 9620 2002

INDICATIVE INTEREST RATE SCHEDULE - AS AT 22 MAY 2006

A selection of our financiers' most competitive Interest Rates. Rates displayed are generally discounted and may not apply to your situation. This is an indicative guide only. Comparison rates are available upon request. Please speak to MCP Group for further information.

	Variable Rates (Inclusive of Discounts)				Fixed Rates					Commission Rates (%)	
	Offset	L.O.C.	Basic	Low Doc	1 Year	2 Year	3 Years	5 Years	Upfront	Trail	
MAJORS	ANZ Bank	6.97%	6.97%	6.97%	6.99%	7.09%	7.09%	7.19%	0.60%	0.20%	
	CBA	6.87%	6.87%	7.06%	6.87%	6.99%	6.99%	7.19%	0.70%	0.25%	
	NAB	7.07%	7.14%	6.87%	7.07%	7.05%	7.05%	7.20%	0.60%	n/a	
	Westpac	6.97%	7.12%	6.99%	6.97%	6.95%	6.99%	7.25%	0.60%	0.25%	
	AMP Bank	6.92%	7.10%	7.01%	7.13%	6.74%	6.99%	6.99%	0.50%	0.25%	
OTHER LENDERS	Adelaide Bank	7.57%	7.67%	6.75%	7.57%	6.89%	6.89%	6.99%	0.60%	0.25%	
	BankWest	6.90%	7.10%	6.90%	7.49%	7.00%	6.99%	6.99%	0.50%	0.25%	
	Citibank	7.21%	7.21%	6.87%	7.09%	6.85%	6.99%	7.05%	0.65%	0.25%	
	GE Money*	N/A	N/A	7.34%	7.44%	Available Upon Request			1.00%	0.50%	
	HSBC Bank	7.32%	7.32%	6.94%	7.32%	6.89%	6.99%	7.20%	0.60%	0.25%	
	ING Bank	7.49%	7.49%	6.90%	7.49%	6.99%	7.09%	7.19%	0.60%	0.25%	
	Macquarie	6.89%	N/A	6.89%	7.23%	7.25%	7.30%	7.45%	0.60%	0.25%	
	St George	6.97%	6.97%	6.99%	7.07%	6.99%	6.99%	7.19%	0.60%	0.25%	
Suburban Management	N/A	N/A	6.99%	7.49%	Available Upon Request			0.60%	0.25%		

*Must be fully secured by Residential Property - Rates are Indicative Only. More lenders available upon Request (Selection provided only). LVR of 80% applies to GE Money.

	Variable Base Rates			Fixed Rates				
	Standard	Overdraft/L.O.C.	1 Year	2 Year	3 Years	5 Years		
LENDER	ANZ Bank*	7.92%	8.85%	7.25%	7.78%	7.83%	7.96%	
	ING Bank	7.85%	8.95%	7.80%	7.90%	7.95%	8.05%	
	Citibank	8.10%	8.70%	7.85%	7.99%	7.95%	8.15%	
	BankWest*	7.65%	8.75%	7.48%	7.62%	7.73%	7.86%	
	Members Equity	7.74%	N/A	Available Upon Request				
St George	8.55%	8.92%	8.13%	8.22%	8.28%	8.36%		
Westpac	7.90%	8.20%	7.60%	7.70%	7.80%	7.90%		

* ANZ Bank Commercial Loan Rates (Standard) must be secured by residential property. All commercial loan rates are a starting guide only. A buffer may be added to the above rates depending on the underlying strength of the commercial loan application. All rates are based on borrowings of \$500,000. The displayed Citibank commercial rate applies only to new business.

Nominal interest rates may be misleading in some instances (the rates we quote are subject to specific criteria being satisfied). Comparison Rates are provided upon request, tailored to your specific scenario for any number of products. Please contact our office for further information regarding comparison rates.