
Bank of Sydney | BOSbroker

# Bank of Sydney
# About Us


**At Bank of Sydney, we provide genuine value to our people, customers, communities and partners.**

We are an Australian Bank that is independently operated under a full banking licence since 2001.

The Bank is regulated by Australian standards and government bodies, including APRA and ASIC, whilst also being a proud member of the Australian Banking Association (ABA).

- Full range of banking products including home loans, business loans, savings accounts and term deposits.
- Branches across Sydney, Melbourne and Adelaide.
- Deposits up to $250,000 are covered by the Australian Government Bank Deposit Guarantee.

# The BOSbroker Experience

Digital Application Experience

FASTRefi applications accepted

Direct Access to our Credit Team

Dedicated Broker Support Team

Streamlined Document Requirements

Fully Assessed 90-day Pre-Approvals

Desktop & Short Form Valuations Available

Priority SLAs available for Purchase Applications

# BOS Basic Home Loan

Are your clients looking to buy a new home and want to keep things simple? Our BOS Basic Home Loan, with no ongoing fees and a competitive interest rate, is the one for you.

## Key features

- No monthly, annual or application fees
- Redraw facility available through Internet Banking with no fees
- Make extra repayments at no extra cost
- Valuation fees up to $420 covered by us

## Criteria

- Max LVR 95%[1]
- Principal and Interest or Interest Only Repayments
- Legal fees fixed at $250, plus $100 per additional security
- Minimum loan size of $100,000

[1] Lenders Mortgage Insurance (LMI) may apply for LVRs over 80%. Lending terms and conditions apply.
All applications subject to meeting lending criteria and Bank of Sydney approval. Terms and Conditions and Fees & Charges apply and are documented in the loan terms and conditions and the Product Disclosure Statement (PDS) which are available from any branch of Bank of Sydney, at banksyd.com.au or by calling 13 95 00. It is recommended that you read them prior to making any decisions as this advice is general and does not take into account specific individual needs. Bank of Sydney Ltd. ABN 44 093 488 629. AFSL & Australian Credit Licence 243444.

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# Expect More Home Loan

Need a few more features than the basic home loan? Our Expect More Home Loan is the one for you. It includes fixed or variable interest rates, an offset account and redraw facility.

## Key features

- Save on interest with 100% offset account
- Fee-free redraw facility available via Internet Banking[2]
- Make extra repayments at no extra cost
- Valuation fees up to $420 covered by us
- Fixed and variable rate options

## Criteria

- Max LVR 95%[1]
- Principal and Interest or Interest Only Repayments
- $125 Annual Fee per Offset Account
- Legal fees fixed at $250, plus $100 per additional security

[1] Lenders Mortgage Insurance (LMI) may apply for LVRs over 80%. Lending terms and conditions apply.
[2] Redraw facility not available on fixed rate loans.
All applications subject to meeting lending criteria and Bank of Sydney approval. Terms and Conditions and Fees & Charges apply and are documented in the loan terms and conditions and the Product Disclosure Statement (PDS) which are available from any branch of Bank of Sydney, at banksyd.com.au or by calling 13 95 00. It is recommended that you read them prior to making any decisions as this advice is general and does not take into account specific individual needs. Bank of Sydney Ltd. ABN 44 093 488 629. AFSL & Australian Credit Licence 243444.

# Lending Policy Highlights

**Consumer Debt Reducer Policy recognised in practice** - Simple and easy policy for applicants with joint liability.

**4 properties on 1 site**- Take advantage of our residential policy for purchases, refinances and construction (non-developer).

**Construction Loans** – Residential Construction Loans available at 95% LVR IO with LMI. Fixed Price & Cost-Plus Contracts accepted. Vacant Land Loans (with no Mandate to Build available) and Owner-Builder options also offered.

**Security & Servicing** – Guarantor loans are available.

**Investment Property Expenses** – All INV property expenses are included within standard HEM expenses. Rental income shading removes the need to enter investment property expenses for servicing.

**Metro Locations** – All Metro locations across Australia can now be accepted at 80% LVR and 95% with LMI (OO) for P&I.

**Regional Postcodes** - Security for regional postcodes can be accepted up to 75% LVR.

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# Lending Policy Highlights

**High Density Units** - All units with living space greater than 50sqm can be accepted at 80% LVR.

**No LMI for Select Professionals** – Up to 90% LVR with no LMI for eligible P&I OO properties for the following accredited professionals: Police Officers, Teachers, Firefighters, Cybersecurity Experts, Construction Project Managers. Architects, Commercial Pilots, Engineers, Medical Professionals, Accountants, Financial Analysts or Actuaries, Solicitors or Barristers, Defense Force Personnel, Air Traffic Controllers, Quality Surveyors, Land & Mine Surveyors, Geologists, Geophysicists & Hydrogeologists. Eligibility criteria may change from time to time. This waiver does not apply to Investment lending.

**Trust & Company Borrowers** – Holding Trusts also accepted as borrowers for both OOHLs and IHLs.

**HEM Expenses** – Private Health Insurance, Life Insurance, and Owner-Occupied Strata all included as standard living expenses within HEM.

**Parental Leave Policy** – option available to include Return to Work Income at 75%.

**Cash Out** – No supporting evidence required for amounts <$250,000 with stated declared purpose provided on the broker application notes.

**Bridging Finance** - Loan options considered for up to 18 months and up to 80% LVR.

# Commercial and Business Lending Highlights

**All lending Secured by Commercial and Residential Property.**

**Full doc – Business Lending up to $8m** – across both Commercial and Residential security.

**Up to 70% LVR** for **Commercial Property security** (criteria applies).

**Up to 80% LVR** for **Residential Property security** (criteria applies).

**Majority of industries considered and Acceptable** – allowing more room for flexibility.

**Joint Site Visits** – Relationship Manager and Credit Manager visits to understand your client's needs better.

**Trade Finance** – available for your clients with direct access to a dedicated specialist.

# Commercial and Business Lending Highlights

## SME Specific Policy Highlights

Specific niches available of **<$3m business lending** and/or **<$6m in aggregate lending** (secured by property).

**Reduced Buffer for Serviceability** – 1.5% buffer used for SME.

**Increased Loan Terms** – 30 years for a Residential Security and 25 years for a Commercial Security.

**Interest Only** – available for up to 5 years.

**Up to 80% LVR** for Commercial Property security.

# Workshop Scenarios

In conjunction with your BDM, you have direct access to our Credit team to collaborate and explore options for your client before submitting an application. When discussing options, our team can provide feedback and guidance regarding security type, LVR, servicing, or any other aspect of an application.

Scenarios only reviewed by Senior Credit Managers.

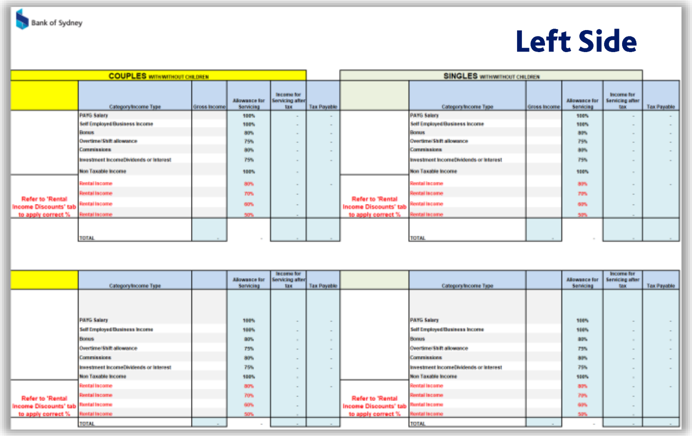
Ability to workshop any items required prior to application submission such as servicing, security type & LVR.

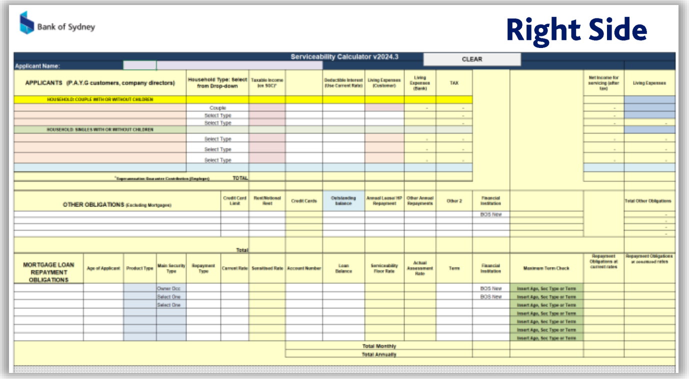
Our workshop process assists brokers to identify and address potential issues prior to application submission.

# Serviceability Calculator

Our Serviceability Calculator is designed to help you calculate your client's borrowing capacity and their potential to meet loan repayments.

To download the Serviceability Calculator, please visit the Broker Resources page on our website: [www.banksyd.com.au/broker/resources](www.banksyd.com.au/broker/resources)




### Helpful Tips

- Income data is entered on the Left Side, noting there is one table per applicant. Noting all income data figures must be annual.
- Living expenses can be entered under the '**Living Expenses**' tab
- Rental income shading can be found under the '**Rental Income Discounts**' tab.
- Please ensure the age of oldest applicant is entered.
- Minimum acceptable Cash Flow Ratio at Sensitised Rates is **1.00**.

# BOSbroker Accreditation

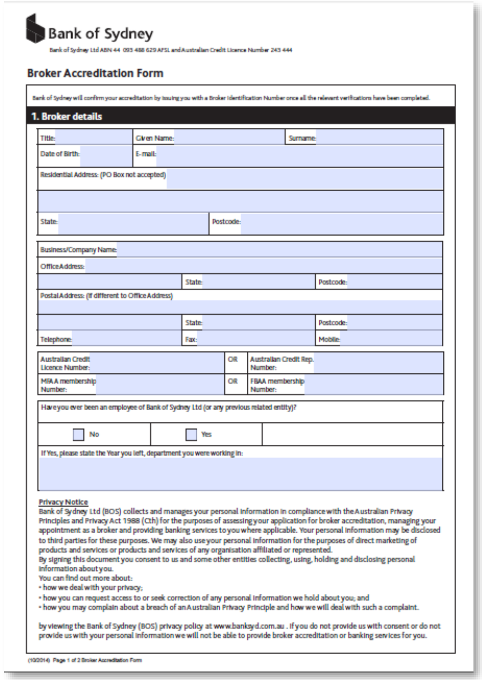
## Contact BOSbroker

13 95 00

bosbroker@banksyd.com.au

## Brokers operating via accredited Aggregator

1. Complete the Broker Accreditation Form and send to your aggregator for sign off.
2. Once received BOSbroker will process your accreditation request within 48 hours.
3. We will email you acceptance and broker identification number.



Bank of Sydney

Bank of Sydney Ltd ABN 44 093 488 629 AFSL and Australian Credit Licence Number 243 444

**Broker Accreditation Form**

Bank of Sydney will confirm your accreditation by issuing you with a Broker Identification Number once all the relevant verifications have been completed.

**1. Broker details**

Title: Given Name: Surname:

Date of Birth: E-mail:

Residential Address: (PO Box not accepted)

State: Postcode:

Business/Company Name:

Office Address:

State: Postcode:

Postal Address: (If different to Office Address)

State: Postcode:

Telephone: Fax: Mobile:

Australian Credit Licence Number: OR Australian Credit Rep. Number:

MFAA membership Number: OR FBAA membership Number:

Have you ever been an employee of Bank of Sydney Ltd (or any previous related entity)?

No Yes

If Yes, please state the Year you left, department you were working in:

**Privacy Notice**

Bank of Sydney Ltd (BOS) collects and manages your personal information in compliance with the Australian Privacy Principles and Privacy Act 1988 (Cth) for the purposes of assessing your application for broker accreditation, managing your appointment as a broker and providing banking services to you where applicable. Your personal information may be disclosed to third parties for these purposes. We may also use your personal information for the purposes of direct marketing of products and services or products and services of any organisation affiliated or represented.

By signing this document you consent to us and some other entities collecting, using, holding and disclosing personal information about you.

You can find out more about:

- how we deal with your privacy;
- how you can request access to or seek correction of any personal information we hold about you; and
- how you may complain about a breach of an Australian Privacy Principle and how we will deal with such a complaint.

by viewing the Bank of Sydney (BOS) privacy policy at www.banksyd.com.au . If you do not provide us with consent or do not provide us with your personal information we will not be able to provide broker accreditation or banking services for you.

(10/2014) Page 1 of 2 Broker Accreditation Form

# Contact Us

**For general enquiries or further information**

bosbroker@banksyd.com.au

13 95 00

bosbroker.com.au

Bank of Sydney



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