

# Residential & Commercial Product Guide

V1 October 2020



**Loan Specialists for the Self-Employed**

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# Why RedZed?

## Who we are?

RedZed is a proudly privately-owned Australian company. We're locally funded too, by some of the country's major banks. Since 2006, we've been providing finance solutions to small business owners and the self-employed nationally. And from our head office in Melbourne, we've grown to a team of 80 staff nationally.

## What's the RedZed difference?

At RedZed, we understand what it takes to be self-employed. Our business was founded by people who have faced the same challenges that all small business owners face every day. That experience has played a big part in the design and continued development of our residential and commercial mortgage products.

No two people share the same exact situation or circumstances. And when you're self-employed, no two days are the same. With over 2.1 million Australians running small businesses, individual attention to each customer's situation is needed. It's just common sense!

That's why our staff personally review every loan scenario. And it's why we are Australia's loan specialists for the self-employed.

**Residential**

**Loan**

**Products**

# Quick Product Comparison

## Residential



SE Prime



Reward



Recharge



Refresh

Credit Criteria	Prime Residential	Specialist Residential Range		
Non Financial Defaults <\$500	Yes	Yes	Yes	Yes
Defaults < \$1000 (unlimited)	Clean	Yes	Yes	Yes
Defaults > 2 years (unlimited)	Clean	X	Yes	Yes
Other Defaults (ie. >\$1000 and < 2yrs)	Clean	X	1 (maximum \$5K)	5
Mortgage Arrears (Within last 6 months)	Clean	Late 7 days	Late 30 days	2
Unsecured Debt Arrears	Clean	Yes	Yes	Yes
Bankruptcy - Part IX/X	Clean	X	Discharged > 18 months	Discharged 1 day
Bankruptcy	Clean	X	Discharged > 3 years	Discharged > 2 years

**Mortgage Conduct** Most recent 6 months statements required for all mortgages to be refinanced & latest statement of all other mortgages held.

**Unsecured Debts** Most recent statement required for all facilities. More may be required to prove benefit/suitability (NCCP).

**Unpaid Defaults** To be paid out before or at settlement. We may consider leaving defaults under payment arrangement if being met.

Policy Guidelines	Prime Residential	Reward	Recharge	Refresh
ABN (GST Registration where required)	24 months	12 months	12 months	12 months
Maximum Loan* (minimum loan \$100K)	\$1.5M (\$750K @ 85%)	\$1.5M	\$1.75M	\$750k
Risk Fee Capitalisation	Yes (not >85%)	Yes	Yes	Yes
Security Locations	Category 1 & 2	Category 1 & 2	All	All
Vacant Land Cat 1 / max 1 acre / max \$750K / max 75%	Additional Security Only (No Rate Loading)	X	Yes (1.0% Rate Loading)	Yes (1.0% Rate Loading)
Apartments – Low/Medium Density	Yes	Yes	Yes	Yes Maximum 65%
Apartments – High Density (>30 dwellings / > 3 Levels)	X	X	Yes	Yes Maximum 65%
Development Component eg Residual Stock/DA/Best Use/Project Funding	X	X	May be considered. Contact your BDM	May be considered. Contact your BDM
Cash Out	Contact your BDM for >\$500K	Contact your BDM for >\$250K	Contact your BDM for >\$250K	Max \$100K
Pay Out Tax Debts	Yes	Yes	Yes	Yes
Interest Only	Max 75%	Max 75%	Max 75%	Max 75%

### Security Locations

Variable LVR contact RedZed

Category 01 Special Conditions: • 85% LVR capped at \$750K (max \$100K cash out)	Yes	Yes	Yes	Yes
Category 02 (Maximum LVR 80%)	Yes	Yes	Yes	Yes
Category 03 (Maximum LVR 75%)	X	X	Yes	Yes
Refer Locations (contact RedZed)	X	X	Yes	Yes

**Location Guide** assessment is based on suburb/town check at [www.redzed.com](http://www.redzed.com)

'Check Valuations' at RedZed's expense on properties valued \$1M or greater (\$1.5M or greater in NSW & VIC Category 1 locations)

**Alt Doc Criteria** - One of the below options are required. To meet responsible lending obligations we may seek multiple options.

Option 01	RedZed Accountant Declaration; or
Option 02	6 months business trading statements; or
Option 03	2 most recent BAS

### Full Doc Criteria

Latest Individual & Company Financials (if > 6 months old, 2 most recent BAS also required) & ATO Notice of Assessment

\* Property Developers/Builders - 2 years returns will be required (2 year average will be used unless the most recent year is lower than the previous year)

**SE Prime**  
**Residential**

# SE Prime Residential

SE Prime is designed for self-employed applicants with a good credit history, looking to purchase assets, refinance &/or consolidate debt, or access equity in their properties. It offers traditional Full Income verification (Full Doc), and Alternative Income verification (Alt Doc) options, for those without outdated financials or complex structures.

## Product Features:

- Up to 85% Full Doc
- Up to 80% Alt Doc
- Maximum loan amount \$1.5M
- 2 Year ABN (GST only where required)
- Non financial defaults <\$500 ignored
- Pay out Tax Debts
- Cash out available
- RedZed Category 1 & 2 locations
- Business Purposes allowed

## Income Verification Method:

### Full Doc

- Latest Individual & Company Financials (if > 6 months old, 2 most recent BAS also required)
  - ATO Notice of Assessment
- # Builders/Developers - 2 years Financials & ATO Notice of Assessments (2 year average will be used unless the most recent year is lower than the previous year)

### Alt Doc

Declared income verified by 1 of the following:

- Accountants declaration
- Trading statements (last 6 months)
- Business Activity Statements (2 most recent)

## Policy Guidelines

ABN (GST Registration where required)	≥ 24 months
Maximum Loan* (minimum loan \$100K)	\$1.5M
Risk Fee Capitalisation	Yes (not >85%)
Security Locations	Category 1 & 2
Cash Out	Yes
Vacant Land Cat 1 / max 1 acre / max \$750K / max 75%	Additional Security Only (No Rate Loading)
Apartments - Low/Medium Density - up to 15 dwellings / 3 Levels - >15 but <30 dwellings	Yes (Max 80%) (Max 75%)
Apartments -High Density (> 30 dwellings / >3 Levels)	X
Development Component (eg. Residual Stock/DA/Best Use/Project Funding)	X
Construction	X

## Credit Criteria

Non Financial Defaults <\$500	Yes
Defaults < \$1000 (unlimited)	Clean
Defaults > 2 years (unlimited)	Clean
Other Defaults (ie. >\$1000 and < 2yrs)	Clean
Mortgage Arrears (Within last 6 months)	Clean
Unsecured Debt Arrears	Clean
Bankruptcy - Part IX/X	Clean
Bankruptcy	Clean



## Product specifications

Loan purpose	O/O	INV
Purchase	Yes	Yes
Refinance - including debt consolidation	Yes	Yes
Business purpose (eg. purchase equipment / cash flow etc)	Yes	Yes
Cashout (refer to BDM > \$500K)	Yes	Yes
Interest Only (max 5 years)	By exception	Max 75%

## Loan amounts / terms

<b>Minimum loan amount</b>	\$100,000 (\$50,000 Top Up)
<b>Maximum loan amount</b>	\$1,500,000 (max \$750k at 85% LVR)
<b>Maximum loan term</b>	30 Years

## Security

**Residential House - including dual occupancy dwelling** (max land size 15 acres)

**Units** - individual dwelling at ground level within a single level development typically with its own courtyard or garden.

**Townhouses** - a multi-level dwelling that is similar to a house. It can be owned on a strata title. They could be stand alone dwellings or have common property is shared with other owners in the development.

**Apartments** - (min 50m<sup>2</sup>) are a dwelling that is typically located within a development that is of 2 levels or greater but the dwelling has no site footprint (ie garden).

Max of 4 apartments or 20% of a building.

**Residential Vacant land** - max 1 acre (additional security only) .

**Acceptable Zoning** - residential, rural-residential.

See **Acceptable Property Location Guide** on [RedZed.com](https://www.redzed.com) for more information.

## Repayment frequency

	Variable	Method
Weekly	Yes	Direct Debit
Fortnightly	Yes	Direct Debit
Monthly	Yes	Direct Debit
Additional repayments	Yes	BPAY

## Redraw facility

Method	
Manual redraw process	Minimum \$2,000 redraw

## Loan statements

Six monthly

## Loan increases

Maximum LVR and loan amounts will apply.  
Interest rate dependent on end LVR.

## SE Prime Scenario:

Zach & Grace have run a small retail business for 2.5 years. They need to refinance their family home to access equity to repay an ATO debt, and consolidate 5 credit cards they used to help start the business. Due to their good credit history and income supported by their accountant, they were successfully approved for our SE Prime Alt Doc.

**Residential**  
**Specialist**

# Reward Residential

At RedZed, we understand that self-employed borrowers have circumstances that make it difficult to qualify for a “Prime” loan, whether that be not having payslips like their PAYG counterparts, 12 month ABNs or being a few days late on a mortgage repayment. That’s why we have developed RedZed Reward.

## Product Features:

- Up to 80%
- Maximum loan amount \$1.5M
- 12 Month ABN (*GST only where required*)
- Defaults <\$1000 ignored
- Late mortgage repayments up to 7 days (*within the last 6 months*)
- Pay out Tax Debts
- Cash out available
- Business Purposes allowed
- Unsecured debt arrears accepted

## Income Verification Method:

### Full Doc

- Latest Individual & Company Financials (*if > 6 months old, 2 most recent BAS also required*)
- ATO Notice of Assessment
- # Builders/Developers - 2 years Financials & ATO Notice of Assessments (*2 year average will be used unless the most recent year is lower than the previous year*)

### Alt Doc

Declared income verified by 1 of the following:

- Accountants declaration
- Trading statements (*last 6 months*)
- Business Activity Statements (*2 most recent*)

## Policy Guidelines

<b>ABN</b> ( <i>GST Registration where required</i> )	≥ 12 months
<b>Maximum Loan*</b> ( <i>minimum loan \$100K</i> )	\$1.5M
<b>Risk Fee Capitalisation</b>	Yes
<b>Security Locations</b>	Category 1 & 2
<b>Vacant Land</b>	X
<b>Cash Out</b>	Yes
<b>Apartments - Low/Medium Density</b> - up to 15 dwellings / 3 Levels - >15 but <30 dwellings	Yes (Max 80%) (Max 75%)
<b>Apartments - High Density</b> - >30 dwellings / > 3 Levels	X
<b>Development Component</b> eg Residual Stock/DA/Best Use/Project Funding	X
<b>Construction</b>	X

## Credit Criteria

<b>Defaults &lt; \$1000</b> (unlimited)	Yes
<b>Defaults &gt; 2 years</b> (unlimited)	X
<b>Other Defaults</b> (ie. >\$1000 and < 2yrs)	X
<b>Mortgage Arrears</b> (Within last 6 months)	Late 7 days
<b>Unsecured Debt Arrears</b>	✓
<b>Bankruptcy Part IX/X</b>	X
<b>Bankruptcy</b>	X



### Product specifications

Loan purpose	O/O	INV
Purchase	Yes	Yes
Refinance - including debt consolidation	Yes	Yes
Business purpose	Yes	Yes
Cashout (refer to BDM > \$250K)	Yes	Yes
Interest Only (max 5 years)	By exception	Max 75%

### Loan amounts

<b>Minimum loan amount</b>	\$100,000 (\$50,000 Top Up)
<b>Maximum loan amount</b>	\$1,500,000
<b>Maximum loan term</b>	30 Years

### Security

**Residential House - including dual occupancy dwelling** (max land size 15 acres)

**Units** - individual dwelling at ground level within a single level development typically with its own courtyard or garden.

**Townhouses** - a multi-level dwelling that is similar to a house. It can be owned on a strata title. They could be stand alone dwellings or have common property is shared with other owners in the development.

**Apartments** - (min 50m<sup>2</sup>) are a dwelling that is typically located within a development that is of 2 levels or greater but the dwelling has no site footprint (ie garden).

Max of 4 apartments or 20% of a building.

**Residential Vacant land** - N/A

**Acceptable Zoning** - residential, rural-residential.

See **Acceptable Property Location Guide** on [RedZed.com](http://RedZed.com) for more information.

### Repayment frequency

	Variable	Method
Weekly	Yes	Direct Debit
Fortnightly	Yes	Direct Debit
Monthly	Yes	Direct Debit
Additional repayments	Yes	BPAY

### Redraw facility

Method	
Manual redraw process	Minimum \$2,000 redraw

### Loan statements

Six monthly

### Loan increases

Maximum LVR and loan amounts will apply. Interest rate dependent on end LVR.

### Reward Scenario:

Self-Employed couple Mr & Mrs Williams have been operating for just over 12 months. They are looking for 80% LVR loan but have a \$900 default and some past due payments on credit cards. They would like \$200K cash out for business purposes to purchase stock in bulk to get it at a cheaper price. With equity in their home, Mr & Mrs Williams were approved for the Reward Alt Doc using the accountant verification process.

# Recharge Residential

At RedZed, our Recharge home loan allows for a larger loan size, greater flexibility in location as well as a medium level of credit impairment.

## Product Features:

- Up to 80%
- Maximum loan amount \$1.75M
- 12 Month ABN (*GST only where required*)
- Defaults allowed
  - <\$1000
  - > 2years
  - 1 recent default up to \$5k
- Late mortgage repayments up to 30 days (*within the last 6 months*)
- Unsecured debt arrears accepted
- Vacant land available
- Business purposes allowed (*inc tax debt*)
- Cash out available

## Income Verification Method:

### Full Doc

- Latest Individual & Company Financials (*if > 6 months old, 2 most recent BAS also required*)
  - ATO Notice of Assessment
- # Builders/Developers - 2 years Financials & ATO Notice of Assessments (*2 year average will be used unless the most recent year is lower than the previous year*)

### Alt Doc

Declared income verified by 1 of the following:

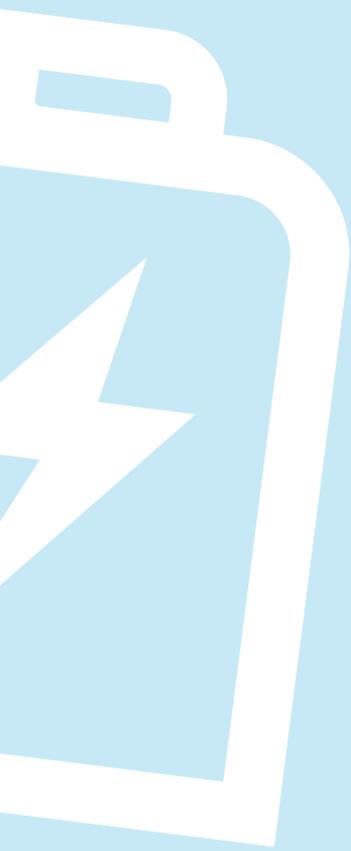
- Accountants declaration
- Trading statements (*last 6 months*)
- Business Activity Statements (*2 most recent*)

## Policy Guidelines

<b>ABN</b> ( <i>GST Registration where required</i> )	≥ 12 months
<b>Maximum Loan*</b> ( <i>minimum loan \$100K</i> )	\$1.75M
<b>Risk Fee Capitalisation</b>	✓
<b>Security Locations</b>	Category 1, 2, 3 & Refer
<b>Vacant Land</b> ( <i>1% Rate loading applies</i> ) Cat 1 / max 1 acre / max \$750K / max 75%	✓
<b>Cash Out</b>	✓
<b>Apartments - Low/Medium Density</b> - up to 15 dwellings / 3 Levels - >15 but <30 dwellings	Yes (Max 80%) (Max 75%)
<b>Apartments - High Density</b> (>30 dwellings / > 3 Levels)	Yes (Max 65%)
<b>Development Component</b> eg Residual Stock/DA/Best Use/Project Funding	✓
<b>Construction</b>	X

## Credit Criteria

<b>Defaults &lt; \$1000</b> ( <i>unlimited</i> )	✓
<b>Defaults &gt; 2 years</b> ( <i>unlimited</i> )	✓
<b>Other Defaults</b> ( <i>ie. &gt;\$1000 and &lt; 2yrs</i> )	1 ( <i>maximum \$5K</i> )
<b>Mortgage Arrears</b> ( <i>Within last 6 months</i> )	Late 30 days
<b>Unsecured Debt Arrears</b>	✓
<b>Bankruptcy - Part IX/X</b>	Discharged > 18 months
<b>Bankruptcy</b>	Discharged > 3 years



### Product specifications

Loan purpose	O/O	INV
Purchase	Yes	Yes
Refinance - including debt consolidation	Yes	Yes
Business purpose	Yes	Yes
Cashout (refer to BDM > \$250K)	Yes	Yes
Interest Only (max 5 years)	By exception	Max 75%

### Loan amounts

<b>Minimum loan amount</b>	\$100,000 (\$50,000 Top Up)
<b>Maximum loan amount</b>	\$1,500,000
<b>Maximum loan term</b>	30 Years

### Security

**Residential House - including dual occupancy dwelling** (max land size 15 acres)

**Units** - individual dwelling at ground level within a single level development typically with its own courtyard or garden.

**Townhouses** - a multi-level dwelling that is similar to a house. It can be owned on a strata title. They could be stand alone dwellings or have common property is shared with other owners in the development.

**Apartments** - (min 50m<sup>2</sup>) are a dwelling that is typically located within a development that is of 2 levels or greater but the dwelling has no site footprint (ie garden).

Max of 4 apartments or 20% of a building.

**Residential Vacant land** - Category 1 / maximum 1 acre / max \$750k / max 75%

**Acceptable Zoning** - residential, rural-residential.

See **Acceptable Property Location Guide** on [RedZed.com](http://RedZed.com) for more information.

### Repayment frequency

	Variable	Method
Weekly	Yes	Direct Debit
Fortnightly	Yes	Direct Debit
Monthly	Yes	Direct Debit
Additional repayments	Yes	BPAY

### Redraw facility

Method	
Manual redraw process	Minimum \$2,000 redraw

### Loan statements

Six monthly

### Loan increases

Maximum LVR and loan amounts will apply. Interest rate dependent on end LVR.

### Recharge Scenario:

Hollie is a PAYG client earning \$110K p.a and David has been running his barber shop for 16 months earning \$52K p.a. They would like to refinance at \$350K with \$50K cash out to help with some non-structural home renovations. Using David's income under Alt Doc and Hollie's pay slips, this couple were approved for a Recharge loan even though David had incurred a \$4,000 default in a dispute with a supplier when he was setting up his barber shop.

# Refresh Residential

Our Refresh home loan offers flexible mortgage solutions that reflect the diversity and individuality of Australia's self-starters. We believe that every ambitious Aussie deserves the chance to turn the house of their dreams into a home.

## Product Features:

- Up to 80%
- Maximum loan amount \$750K
- 12 Month ABN (*GST only where required*)
- Defaults allowed
  - <\$1000
  - > 2years
  - Up to 5 recent defaults >\$1,000
- 2 Late mortgage repayments > 30 days (*within the last 6 months*)
- Unsecured debt arrears accepted
- Vacant land available
- Business purposes allowed (*inc tax debt*)
- Cash out max \$100K

## Income Verification Method:

### Full Doc

- Latest Individual & Company Financials (*if > 6 months old, 2 most recent BAS also required*)
  - ATO Notice of Assessment
- # Builders/Developers - 2 years Financials & ATO notice of assessments (*2 year average will be used unless the most recent year is lower than the previous year*)

### Alt Doc

Declared income verified by 1 of the following:

- Accountants declaration
- Trading statements (*last 6 months*)
- Business Activity Statements (*2 most recent*)

## Policy Guidelines

ABN ( <i>GST Registration where required</i> )	≥ 12 months
Maximum Loan* ( <i>minimum loan \$100K</i> )	\$750K
Risk Fee Capitalisation	✓
Security Locations	Category 1, 2, 3 & Refer
Vacant Land ( <i>1% Rate loading applies</i> ) Cat 1 / max 1 acre / max \$750K / max 75%	✓
Apartments - Low/Medium Density - up to 15 dwellings / 3 Levels - >15 but <30 dwellings	Yes (Max 80%) (Max 75%)
Apartments - High Density (>30 dwellings / > 3 Levels)	Yes (Max 65%)
Development Component eg Residual Stock/DA/Best Use/Project Funding	✓
Cash Out	Maximum \$100K

## Credit Criteria

Defaults < \$1000 ( <i>unlimited</i> )	✓
Defaults > 2 years ( <i>unlimited</i> )	✓
Other Defaults ( <i>ie. &gt;\$1000 and &lt; 2yrs</i> )	5
Mortgage Arrears ( <i>Within last 6 months</i> )	2
Unsecured Debt Arrears	✓
Bankruptcy - Part IX/X	Discharged 1 day
Bankruptcy	Discharged > 2 years

## Product specifications

Loan purpose	O/O	INV
Purchase	Yes	Yes
Refinance - including debt consolidation	Yes	Yes
Business purpose	Yes	Yes
Cashout (refer to BDM > \$250K)	Yes	Yes
Interest Only ( <i>max 5 years</i> )	By exception	Max 75%

## Loan amounts

<b>Minimum loan amount</b>	\$100,000 (\$50,000 <i>Top Up</i> )
<b>Maximum loan amount</b>	\$1,500,000
<b>Maximum loan term</b>	30 Years

## Security

**Residential House - including dual occupancy dwelling** (max land size 15 acres)

**Units** - individual dwelling at ground level within a single level development typically with its own courtyard or garden.

**Townhouses** - a multi-level dwelling that is similar to a house. It can be owned on a strata title. They could be stand alone dwellings or have common property is shared with other owners in the development.

**Apartments** - (min 50m<sup>2</sup>) are a dwelling that is typically located within a development that is of 2 levels or greater but the dwelling has no site footprint (ie garden).

Max of 4 apartments or 20% of a building.

**Residential Vacant land** - Category 1 / maximum 1 acre / max \$750k / max 75%

**Acceptable Zoning** - residential, rural-residential.

See **Acceptable Property Location Guide** on [RedZed.com](http://RedZed.com) for more information.

## Repayment frequency

	Variable	Method
Weekly	Yes	Direct Debit
Fortnightly	Yes	Direct Debit
Monthly	Yes	Direct Debit
Additional repayments	Yes	BPAY

## Redraw facility

Method	
Manual redraw process	Minimum \$2,000 redraw

## Loan statements

Six monthly

## Loan increases

Maximum LVR and loan amounts will apply.  
Interest rate dependent on end LVR.

## Refresh Scenario:

Mr & Mrs Johnson have been running a successful upholstery business in Adelaide for over a decade. Approximately 12 months ago Mrs Johnson's mother became very ill and she had to travel back to England to assist her family. During this period the family incurred a lot of unexpected expenses and with all the additional responsibilities they lost their normal focus. During this period they incurred 3 defaults totalling \$14K and had a late mortgage repayment. Over the last 5 months they have got back on top of things but just can't catch up. Their broker recommended them to RedZed and were approved for the Refresh product that enabled them to consolidate a number of debts into their home loan to reduce their monthly commitments by \$1,100.

# Commercial Loan Products

# Quick Product Comparison

## Commercial

	 Prime	 Reset
<b>Credit History</b>		
<b>Defaults Allowed</b> (Inc. judgments, writs etc.)	All <\$1000	All <\$1000 All registered > 2 years 5 recent defaults > \$1000
<b>Mortgage Arrears</b> (Within last 6 months)	Clean	Late repayments < 30 days
<b>Unsecured Debt Arrears</b>	Clean	✓
<b>Bankruptcy - Part IX/X</b>	Clean	X
<b>Bankruptcy</b>	Clean	X

**Mortgage Conduct** Most recent 6 months statements required for all mortgages to be refinanced & latest statement of all other mortgages held.

**Unsecured Debts** Most recent statement required for all facilities (for Guarantors)

**Unpaid Defaults** To be paid out before or at settlement. We may consider leaving defaults under payment arrangement if being met.

<b>Policy Guidelines</b>		
<b>Maximum Loan*</b> (minimum loan \$150K)	\$3 million	\$1.5 million
<b>Loan Terms</b>	15 - 30 years	15 - 30 years
<b>Interest Only</b>	5 years (owner occupied by exception)	5 years (owner occupied by exception)
<b>Security Locations</b>	Category 1 (max 65% Darwin)	Category 1 (max 65% Darwin)
<b>Policy Exceptions</b> (an interest rate loading may apply)	Contact RedZed	Contact RedZed
<b>Annual Reviews</b>	No Annual Reviews	No Annual Reviews
<b>Regulatory Status</b>	Unregulated Loans Only	Unregulated Loans Only

**Security Guide** - Location Guide assessment is based on suburb/town check at [www.redzed.com](http://www.redzed.com)

**Acceptable Standard Security**

- ✓ Shop Fronts
- ✓ Offices (strata office max 65% LVR)
- ✓ Industrial Units
- ✓ Factories
- ✓ Warehouses & Workshops
- ✓ Mixed Residential & Commercial Use

**Unacceptable Security**

- × Non-standard Security Properties
- × Vacant Land
- × No Development Sites/Loans

**Alt Doc Criteria** - Min 12 month ABN (GST registered where required). Borrower Self Certified Declaration of income supported by:

**Option 01** RedZed Accountant Declaration; or

**Option 02** 6 months business trading statements; or

**Option 03** 2 most recent BAS

### Full Doc Criteria

Most Recent Tax Return (if > 6 months old additional 2 most recent Business Activity Statements also required)

\* Property Developers/Builders - 2 years returns will be required (2 year average will be used unless the most recent year is lower than the previous year)



# Prime Commercial

When it comes to business, opportunity doesn't wait. That's why we're able to make fast but sure decisions. So whether it's to buy more inventory, new equipment, expand a premises or just the peace of mind of having a 30 year "set and forget" loan with no annual reviews, RedZed's Prime Commercial has got your business customers sorted.

## Product Features:

- Up to 70%
- Maximum loan amount \$3M
- 30 year "set and forget" loan term
- No annual reviews
- 12 Month ABN (GST only where required)
- Defaults <\$1000 allowed
- Cash out
- Pay out Tax Debts
- Category 1 locations (Cat 2 by exception)
- Commercial loans must be unregulated

## Income Verification Method:

### Full Doc

- Latest Individual & Company Financials (if > 6 months old, 2 most recent BAS also required)
  - ATO Notice of Assessment
- # Builders/Developers - 2 years Financials & ATO Notice of Assessments (2 year average will be used unless the most recent year is lower than the previous year)

### Alt Doc

Declared income verified by 1 of the following:

- Accountants declaration
- Trading statements (last 6 months)
- Business Activity Statements (2 most recent)

## Policy Guidelines

Maximum Loan* (minimum loan \$150K)	\$3 million
Loan Terms	15 - 30 years
Interest Only (owner occupied by exception)	5 years
Security Locations	Category 1 (max 65% Darwin)
Policy Exceptions (an interest rate loading may apply)	Contact RedZed
Annual Reviews	No annual reviews

## Credit Criteria

Defaults Allowed (Inc. judgments, writs etc.)	All <\$1000
Mortgage Arrears (Within last 6 months)	X
Bankruptcy - Part IX/X	X
Bankruptcy	X



## Product specifications

Loan purpose	O/O	INV
Purchase	Yes	Yes
Refinance - including debt consolidation	Yes	Yes
Business purpose	Yes	Yes
Cashout (refer to BDM > \$250K)	Yes	Yes
Interest Only ( <i>max 5 years</i> )	By exception	Yes

## Loan amounts

<b>Minimum loan amount</b>	\$150,000 (\$50,000 Top Up)
<b>Maximum loan amounts</b>	\$3,000,000

## Security

- ✓ Shop Fronts
- ✓ Offices (*strata office max 65% LVR*)
- ✓ Industrial Units
- ✓ Factories
- ✓ Warehouses & Workshops
- ✓ Mixed Residential & Commercial Use

See **Acceptable Property Location Guide** on [RedZed.com](http://RedZed.com) for more information.

## Repayment frequency

	Variable	Method
Weekly	Yes	Direct Debit
Fortnightly	Yes	Direct Debit
Monthly	Yes	Direct Debit
Additional repayments	Yes	BPAY

## Redraw facility

Method	
Manual redraw process	Minimum \$2,000 redraw

## Loan statements

Six monthly

## Loan increases

Maximum LVR and loan amounts will apply.  
Interest rate dependent on end LVR.

## Commercial Prime Scenario:

Tom operates a successful manufacturing business out of a warehouse he owns in Bankstown, NSW. He recently received a Notice of Review letter from his bank, requesting up to date financials and a new property valuation. Due to the review and the bank's change in appetite for manufacturing businesses, Tom was required to reduce the loan on his warehouse by \$250k within 60 days, causing great stress and concern for his business. RedZed was able to refinance his loan to our "Set & Forget" Prime product which offers him the piece of mind of not having any Annual Reviews.

# Reset Commercial

We understand that business has its ups and downs. That's why we designed our Commercial Reset option. If your clients need access to capital now but have had credit challenges in the past, Commercial Reset has them covered.

## Product Features:

- Up to 70%
- Maximum loan amount \$1.5M
- 30 year **"set and forget"** loan term
- No annual reviews
- 12 Month ABN (*GST only where required*)
- Defaults allowed
  - <\$1000
  - > 2years
  - Up to 5 recent defaults >\$1,000
- Cash out
- Pay out Tax Debts
- Category 1 locations
- Commercial loans must be unregulated

## Income Verification Method:

### Full Doc

- Latest Individual & Company Financials (*if > 6 months old, 2 most recent BAS also required*)
  - ATO Notice of Assessment
- # Builders/Developers - 2 years Financials & ATO Notice of Assessments (*2 year average will be used unless the most recent year is lower than the previous year*)

### Alt Doc

- Declared income verified by 1 of the following:
- Accountants declaration
  - Trading statements (*last 6 months*)
  - Business Activity Statements (*2 most recent*)

## Policy Guidelines

Maximum Loan* ( <i>minimum loan \$150K</i> )	\$1.5 million
Loan Terms	15 - 30 years
Interest Only ( <i>owner occupied by exception</i> )	5 years
Security Locations	Category 1 ( <i>max 65% Darwin</i> )
Policy Exceptions ( <i>an interest rate loading may apply</i> )	Contact RedZed
Annual Reviews	No annual reviews

## Credit Criteria

Defaults Allowed ( <i>Inc. judgments, writs etc.</i> )	All <\$1000. All registered > 2 years Up to 5 recent defaults >\$1,000
Mortgage Arrears ( <i>Within last 6 months</i> )	Any late repayments < 30 days
Bankruptcy - Part IX/X	X
Bankruptcy	X

## Product specifications

Loan purpose	O/O	INV
Purchase	Yes	Yes
Refinance - including debt consolidation	Yes	Yes
Business purpose	Yes	Yes
Cashout (refer to BDM > \$250K)	Yes	Yes
Interest Only	By exception	Max 70%

## Loan amounts

Minimum loan amount	\$150,000 (\$50,000 Top Up)
Maximum loan amounts	\$1,500,000

## Security

- ✓ Shop Fronts
- ✓ Offices (*strata office max 65% LVR*)
- ✓ Industrial Units
- ✓ Factories
- ✓ Warehouses & Workshops
- ✓ Mixed Residential & Commercial Use

See **Acceptable Property Location Guide** on [RedZed.com](https://www.redzed.com) for more information.

## Repayment frequency

	Variable	Method
Weekly	Yes	Direct Debit
Fortnightly	Yes	Direct Debit
Monthly	Yes	Direct Debit
Additional repayments	Yes	BPAY

## Redraw facility

Method	
Manual redraw process	Minimum \$2,000 redraw

## Loan statements

Six monthly

## Loan increases

Maximum LVR and loan amounts will apply.  
Interest rate dependent on end LVR.

## Commercial Reset Scenario:

Sally runs a very successful florist business from a shop she owns in the heart of Brisbane. She is so busy, her bookkeeping has been compromised, resulting in supplier defaults and an outstanding ATO tax debt.

Sally needs to invest in her business and hire people, but needs to improve her cashflow to do so. She decided to refinance her current 10 year bank term loan into our 30 year Reset product and access some of the equity in her property at the same time. She now has 5 staff and looking at expanding to a second shop.

Your RedZed

# Support Team



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