

# SPECIALIST FINANCE GROUP

## REMUNERATION SCHEDULE

(Commercial Lending)

NOTE: All commission rates exclude GST

BANK	COMMISSION DETAILS	TRAIL	CLAWBACKS																														
ALLIANZ	<table border="1"> <thead> <tr> <th>Insurance</th> <th>New Business</th> <th>Renewal</th> </tr> </thead> <tbody> <tr> <td>Motor</td> <td>5%</td> <td>5%</td> </tr> <tr> <td>Home</td> <td>14%</td> <td>14%</td> </tr> <tr> <td>Caravan and Trailer</td> <td>5%</td> <td>5%</td> </tr> <tr> <td>Landlords</td> <td>14%</td> <td>14%</td> </tr> <tr> <td>Business Pack</td> <td>10%</td> <td>10%</td> </tr> <tr> <td>Office Pack</td> <td>10%</td> <td>10%</td> </tr> <tr> <td>Trades Pack</td> <td>10%</td> <td>10%</td> </tr> <tr> <td>Commercial Motor</td> <td>10%</td> <td>10%</td> </tr> <tr> <td>Farm Pack</td> <td>10%</td> <td>10%</td> </tr> </tbody> </table> <p>*80% paid to Broker/Groups Example \$1000 Home Policy = \$1000 x 14% x 80% = \$112</p>	Insurance	New Business	Renewal	Motor	5%	5%	Home	14%	14%	Caravan and Trailer	5%	5%	Landlords	14%	14%	Business Pack	10%	10%	Office Pack	10%	10%	Trades Pack	10%	10%	Commercial Motor	10%	10%	Farm Pack	10%	10%	Nil	Nil
Insurance	New Business	Renewal																															
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Farm Pack	10%	10%																															
ANZ	<p>0.50% Upfront paid on Eligible Business Products (<b>\$50K min</b>)</p> <p><b>Spot and Refer:</b> Upfront commission 0.454% (No Trail) – Capped at \$20,000</p> <p><b>Premium Partner:</b> Upfront commission 0.545% An additional 0.05% payable on the Eligible debt products when the customer purchases 5 or more products with ANZ. <b>Greater than \$2.5 mil = 50% of the loan approval fee</b> <b>Commission/trail not paid on Overdrafts</b> Commission paid on increase amount only for existing clients.</p>	<p>0.136% (on amounts up to \$10m)</p> <p>NIL</p> <p>0.272%</p>	<p>Upfront + Trail 100% 0 – 12 months 50% 12 – 18 months</p>																														
BANKWEST	<p>&lt; \$25,000 - Nil Upfront \$25,000 to \$150,000 - A fixed payment of \$500 per lending deal between \$25,000 and \$150,000. \$150,000 to \$3m - 0.5% of approved Facility limit &gt; \$3 million - 50% of establishment fee received by the Bank.</p>	<p>Nil Nil</p> <p>0.25% per annum Negotiable to a maximum limit of 0.25% per annum</p>	<p>100% 0 – 12 months 50% 12 – 18 months</p>																														
BANK OF QUEENSLAND	<p>Commercial/Business Loan Advance &lt;\$3,000,000 0.55% Minimum Loan Amount \$1,000,000.</p> <p>Commercial/Business Loan Advance &gt;\$3,000,000 60% of the loan establishment fee. (Minimum Loan Amount \$3,000,000)</p> <p>Property Development Referral Fee: up to 60% of the loan establishment fee</p>	<p>0.25% of the outstanding loan balance.</p> <p>0.25% of the outstanding loan balance.</p>	<p>Completion day to the last day of the 6<sup>th</sup> month after completion 100% of referral fees. 1<sup>st</sup> day of the 7<sup>th</sup> month after completion to the last day of the 12<sup>th</sup> month after the completion day 50% of referral fees.</p>																														

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Commercial Lending as at 17<sup>th</sup> October 2019

## REMUNERATION SCHEDULE (Commercial Lending)

BANK	COMMISSION DETAILS	TRAIL	CLAWBACKS
<b>BANK OF SYDNEY</b>	<p>Business Overdraft, Business Loan, Commercial Loan &amp; SMSF Commercial Investment Loan – Loans of \$100,00 &amp; above – Upfront 0.50% Upfront Commission: 50% of the loan application fee collected by us on individual loan applications above \$10,000,000.</p> <p>Commercial Construction and Development Loans – Loans of \$100,00 &amp; above – Upfront 0.50% Upfront Commission: 50% of the loan application fee collected by us on individual loan applications above \$10,000,000.</p>	<p>0.227%</p> <p>NIL</p>	<p>If loan is repaid within 12 months of settlement 100%</p> <p>If loan is repaid within 18 months of settlement 50%</p>
<b>CBA</b>	<p>Loans under \$150,000 – No Upfront or Trail Commission. \$150,000 to \$3 million 0.55% of approved Facility limit.</p> <p>&gt;\$3 million – to \$10 million 55% of establishment fee received by the Bank with a min. of \$16,500 unless otherwise agreed.</p> <p>&gt;\$10 million not greater than 55% of establishment fee received by the Bank. (Upfronts are paid in full on initial drawdown) No commission will be paid on the provision of a Better Business Residential Loan – 12 month discounted variable rate in the first 12 months of the life of the facility.</p>	<p>NIL</p> <p>0.275%</p> <p>Negotiable to max limit of 0.275%</p> <p>Negotiable to max limit of 0.275%. (Trail calculated on the daily outstanding balance not limit and payable monthly in arrears)</p>	<p>Within 12 months– 100% 12-18 months – 50%</p>
<b>GET CAPITAL</b>	<p>Flexible Business Loan – Initial Commission 100% of Establishment Fee, up to 4% of the loan amount</p> <p>Flexible Business Loan – Redraw Commission 50% of the Establishment Fee (Establishment Fee on redraw or subsequent loan must be the same percentage of the drawdown amount as the initial loan)</p> <p>Trade Finance Line of Credit Load disclosed broker fee of up to \$1,500 &amp; 0.75% per drawdown</p> <p>Equipment Finance Loans Load up to 8%</p>	Nil	Nil
<b>IMB</b>	Upfront 0.60%	0.15%	50% 0-12 months

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## REMUNERATION SCHEDULE (Commercial Lending)

BANK	COMMISSION DETAILS	TRAIL	CLAWBACKS							
ING DIRECT	<table border="1"> <thead> <tr> <th colspan="2">Loan Amount</th> </tr> </thead> <tbody> <tr> <td>&lt; 3 million</td> <td>0.55%</td> </tr> <tr> <td>&gt; 3 million</td> <td>An amount of up to 50% of the Establishment Fee (paid to ING by the debtor under the loan), which is to be determined by ING in respect of each Loan (in discussion with the Intermediary) prior to ING's formal approval of the loan.</td> </tr> </tbody> </table>		Loan Amount		< 3 million	0.55%	> 3 million	An amount of up to 50% of the Establishment Fee (paid to ING by the debtor under the loan), which is to be determined by ING in respect of each Loan (in discussion with the Intermediary) prior to ING's formal approval of the loan.	0.20%	100% on loans closed within first 12 months 50% on loans closed within months 13 to 18.  (Clawback upfront commissions on loans that enter 60 days arrears within 6 months of settlement)
	Loan Amount									
< 3 million	0.55%									
> 3 million	An amount of up to 50% of the Establishment Fee (paid to ING by the debtor under the loan), which is to be determined by ING in respect of each Loan (in discussion with the Intermediary) prior to ING's formal approval of the loan.									
LA TROBE	Upfront 0.50%	0.25%								
LIBERTY	Upfront 0.75%	0.35%	Nil							
MACQUARIE BANK	Commercial Loan – Upfront 0.50%	Max 0.30% (Negotiable)	100% 0-6 months 75% 6-12 months 50% 12-18 months							
	Consumer Loan – Front 0.65%	0.15%	100% 0-12 months 50% 12-18months							
MEDFIN AUSTRALIA	Business Loan Products – Upfront 0.50%	0.18%	0-12 months 100% 12-18 months 50%							
	Line of Credit Facility – Upfront 0.25%	0.18%								
	Draw Down Facility – No Upfront	0.18%								
	Asset Finance – Maximum upfront 3%	Nil								
MKM Capital	0.90% upfront - Land, Specialist or Recovery Product	Nil	Nil							
	0.63% upfront – Clear or Near Product	0.18%	Nil							
NAB	<p>These arrangements are only available to NAB Commercial <u>approved</u> brokers.</p> <p>Commercial Lending inclusive of Term Loans &amp; Overdrafts &gt;\$50k</p> <ul style="list-style-type: none"> <li>- Upfront Commission</li> <li>Term Loans 0.50%</li> <li>Overdraft Facilities 0.50% (50% of approved limit)</li> <li>Upfront max \$27.5k for loans &gt;\$5M (for loans &gt;\$5m negotiated)</li> </ul> <p><b>NAB TRADE FINANCE PRODUCTS:</b></p> <ul style="list-style-type: none"> <li>NAB Invoice Finance Facility &amp; NAB Debtor Finance Facility – Upfront 0.454%</li> <li>NAB Trade Refinance Facility – Upfront 0.454%</li> <li>NAB Standby Letter of Credit Facility – Upfront 0.454%</li> <li>NAB Import Transaction – Upfront Nil</li> <li>NAB Export Transaction – Upfront Nil</li> </ul>	Valued Broker 0.1818% of the average monthly debit balance. Premier Broker 0.1818% of the average monthly debit balance.  13.5% 0.225% Nil 0.1818% 0.1818%								

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<b>NLG LEASING</b>	<p>Upfront - Brokerage and sliding scales to be determined case by case.</p> <p>RACV products will incur a \$300 fee taken from brokerage charged.</p>	Nil	<p>0-48 month contract the clawback is 100% to 6 months and 50% from 6-12 months, none thereafter.</p> <p>In a 60-84 month contract the clawback is 100% in first year. A pro rata claw back of any referral fee paid would then apply.</p> <p>In all cases, 100% clawback applies to repossessions within 12 months</p>
<b>PARAMOUNT MORTGAGES</b>	<p>Lo-Doc Commercial = 0.50-0.60% Upfront</p> <p>Lo-Doc Rural = 0.50-0.60% Upfront</p> <p>Private 1<sup>st</sup> &amp; 2<sup>nd</sup> Mortgage = 0.50 -1.00% Upfront</p>	<p>Nil-0.20%</p> <p>Nil</p> <p>Nil</p>	Within 6 months – 100%
<b>PEPPER MONEY</b>	Commercial Real Estate (CRE) – Upfront 0.60%	0.20%	<p>0-12 months 100%</p> <p>13-18 months 50 %</p>
<b>PROSPA</b>	<p>Commission is based on the new loan funds or additional capital disbursed to the customer.</p> <p>New Customer = 3.63%</p> <p>Repeat Customer = 1.80%*</p> <p>*Repeat customer commission will only be paid if, while the Agreement remains in operation, partner refers a minimum ongoing quarterly volume of \$250,000 in new settled loans.</p>	Nil	Nil
<b>SPOTCAP</b>	3.00% commission on the first loan drawn down from a client's credit line and 1.50% commission for subsequent loans drawn down thereafter.	Nil	Nil

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ST GEORGE/BOM/ BANK SA	<b>Aggregated Customer Limit</b>	<b>0 - \$50,000</b>	<b>\$50,000 - \$3,000,000</b>	<b>\$3,000,000 +</b>	Refer Commission Details   N/A	0 – 12 months 100%
	Upfront Commissions	NIL	0.50%	50% Est. Fee		
	Trail Commissions	NIL	Up to 0.227%			
<p>SPOT REFER UPFRONTS AS ABOVE – NO TRAIL</p> <p>ADDITIONAL PROVISIONS RELATING TO UPFRONT COMMISSIONS</p> <p>(a) The following Commercial Finance Facilities are not included in the aggregate facility limit of a Customer’s Commercial Finance Facilities referred to us by you.</p> <p>(i) Invoice Discounting or Invoice Discounting Plus facilities; and</p> <p>(ii) Commercial Finance Facilities with a facility limit of more than \$20,000,000 which are provided for property development and investment purposes.</p> <p>(b) The Upfront Commission payable on each Invoice Discounting or Invoice Discounting Plus Commercial Finance Facilities is up to 100% of the standard service fee for that facility.</p> <p>(c) Unless otherwise agreed with us, no Upfront Commission is payable on Commercial Finance Facilities with a facility limit or more than \$20,000,000 which are provided for property development and investment purposes</p>						
SUNCORP	<p><u>Small Business</u> Upfront 0.65%</p> <p><u>Business Banking Facilities</u> } 50% of collected Facility Establishment Fee</p> <p><u>Trade Finance Facilities</u></p> <p><u>Equipment Finance Facilities</u> } Up to 4% of Facility Amount at Suncorp Broker Carded Rate.</p> <p><u>Debtor Finance Facilities</u> 50% of collected Facility Establishment Fee, or 50% of the collected Take-on Management Fee.</p>				<p><u>Year 1</u> 0.15%</p> <p><u>Years 2 &amp; 3</u> 0.15%</p> <p><u>Years 4 &amp; onwards</u> 0.25%</p> <p>Up to 0.25%</p> <p>Nil</p> <p>Up to 0.25%</p> <p>Up to 0.25%</p>	<p>100% Up to 12 months.</p> <p>0% 13 months onwards</p>

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BANK	COMMISSION DETAILS	TRAIL	CLAWBACKS
THINKTANK	Maximum Upfront 1.00% of loan amount incorporated into the establishment fee	Max. 0.50% of upfront loan amount	Nil
WESTPAC	<p>≤\$3m = Upfront 0.50%</p> <p>&gt; \$3m = 50% Establishment Fee</p> <p>Business Options Overdraft = 50% of Establishment Fee (Cap \$30,000)</p> <p>Westpac Invoice Finance = Upfront 0.454% of take-up ledger (Cap \$20,000).</p> <p><u>Refer to conditions below:</u></p> <ol style="list-style-type: none"> <li>All commissions are exclusive of GST.</li> <li>The Business products that commissions can be paid on are restricted to the following; Business Overdrafts, Business Loans, Commercial Bills, Bank Bill Business Loan, Westpac Business One Loan and Westpac Invoice Finance.</li> <li>The commissions apply except for the listed products below:               <ol style="list-style-type: none"> <li>Upfront commission for Commercial Bills and Westpac Business One Loans ≤\$3m is 50% of e/fee.</li> <li>Business Loans – Fixed &lt; \$500k (secured by residential property) upfront is 50% of e/fee and 0.09% trail.</li> </ol> </li> <li>Commission Caps: An upfront cap on term lending and commercial bills is the lower of 0.50% of exposure of \$45,000.</li> <li>No caps on trail commissions apply.</li> <li>The appropriate commission tier is determined based on the total size.</li> <li>There is no commission payable where the total deal size is &lt;\$50,000.</li> <li>Bankers are able to negotiate non standard commissions for transactions greater than \$3m.</li> </ol> <p><b>Members Please Note: Westpac Commercial Referrer Agreement is also available. Please contact Specialist Finance Group for further details.</b></p>	<p>0.227% excluding - 3(b)</p> <p>- Invoice Finance</p> <p>- Business o/drafts</p> <p>- Any facility credit limit &lt; \$50,000</p> <p>Not Applicable</p> <p>15% of Invoice Acceptance Fee collected</p>	<p>Within 6 mths – 100%</p> <p>6 -12 mths – 75%</p> <p>12 – 18 mths – 50%</p>

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