



Bank of Melbourne

## **Borrowing**

Portfolio Loan

Basic Home Loan

Building & Relocation Home Loans

Super Fund Home Loan

Low Doc Home Loan

Seniors Access Home Loan



## the menu:

muesli with fruit &  $\frac{1}{4}$   
Spinach & cheese pasta  
assorted jaffles (m)

& Soup

Chicken &  
cheese &



**We all have different plans in life.**

**At Bank of Melbourne, our commitment to you starts with a conversation, not a series of products.**

**Whatever stage you're at in life, we'll work with you to build a financial solution to help you achieve your goals. As your life changes, we'll be there to help you remain on track.**

**If you're ready to talk about choosing the right Bank of Melbourne home loan for you, we're ready to listen.**

# Let's talk about your borrowing needs.

## Think about what you'd love to achieve. Your ideal 'what next?'

Maybe buying your first home. A rite of passage that's daunting and exciting but worth every moment when you live in a great state like ours. Hundreds of Victorians do it every year. We'd like to help you join them.

Perhaps you have plans to upgrade your home or invest in another residential property. Using the equity in your home, your grand plans for the future could be more achievable than you realise. Or maybe you've promised to show the kids how it's done in retirement. We can help ensure your lending and other finances are organised to maximise your 'me time'.

Whatever you want next, having access to expert advice, local knowledge and finance that changes as your life does, can make all the difference.

So, what next? From your first home to your retirement, we'd like to help you get what you need.

## **Choose a loan from a better bank.**

### **Why sign up for a loan from Bank of Melbourne?**

### **Here are a few reasons.**

**We'll work hard to earn your trust.** We'll get to know you and what's important to you. And the best people to advise you are often those closest to you.

**We make decisions here.** We don't like to handball. That means quick response times, so we can start setting up your loan sooner.

**We live where you live.** As well as sharing an interest in seeing the neighbourhood succeed, we also have an intimate knowledge of the local area.

**We recognise local loyalty.** With us, loyalty really does count. The broader your portfolio, the more you could benefit.

## Portfolio Loan

At Bank of Melbourne, we believe you should be able to satisfy various financial goals, like building your investment portfolio, while paying off your home loan. Our Portfolio Loan is a flexible line of credit that combines your personal and investment finances into one home loan, so you can take advantage of investment opportunities, upgrade your car – whatever you like, with the one account.

**Everyday banking.** You can manage your Portfolio Loan account via Internet and Phone Banking, using it as an everyday transactional account. To reduce your interest, simply deposit your salary and any spare savings directly into your account and you'll immediately begin to reduce the principal.

**Investment options.** Our Portfolio Loan also offers you one overall credit limit which can be split across up to ten separate sub-accounts. Sub-accounts help keep your investments separate from your home loan and make managing tax time easier with a monthly statement sent for each sub-account. Once your Portfolio Loan is established, you'll be in a position to capitalise on investment opportunities, up to your available credit limit. So if you see the perfect investment property, you can do something about it right away.

One line  
of credit,  
multiple  
sub-accounts.

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### For The Detail on

Portfolio Loan

► go to page 12

### **Advantage Package**

This all-in-one home loan and everyday banking solution offers exceptional savings and value. As well as a discounted interest rate on the eligible home loan of your choice, the package includes savings on your preferred eligible credit card and a transaction account for all your day-to-day banking. One low annual package fee covers all the regular fees on your home loan, credit card and transaction account.

### **Introductory Rate Home Loan**

So you can concentrate on your new home rather than your home loan, this loan offers you a rate that's below the standard variable rate for the first 12 months. You're also able to make extra repayments during the introductory rate period to help you pay off your loan sooner. After 12 months, your loan switches to our standard variable interest rate, or you can choose to switch to a Fixed Rate Home Loan.

### **Fixed Rate Home Loan**

If you enjoy that reassuring feeling of knowing your interest rate won't change, a fixed rate offers the repayment certainty you're looking for. Fixed repayments also help make budgeting a more exact science, giving you even greater financial control. Fix your interest rate for 1 to 5 years and your repayments won't change in that time - guaranteed. When your fixed rate period ends, you will automatically roll to the standard variable rate that applies at the same time or you can choose another fixed rate period.

**One solution,  
multiple  
savings.**

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#### **For The Detail on**

**Advantage Package  
Introductory Rate Home Loan  
Fixed Rate Home Loan**

▶ [go to page 12](#)

### **Basic Home Loan**

If you're just starting out, this is a loan with just what you need and nothing you don't. It offers the basics to help you save, with a lower variable interest rate and no monthly administration fees. Choose either weekly or fortnightly repayments, make extra payments if you can and redraw the extra money you've repaid if you need it. Simple and effective.

### **Standard Variable Rate Home Loan**

Your life can change quickly so it helps to have a loan with the flexibility and features to adapt. With this loan, you can make as many extra payments as you like, whenever you like, and redraw on these anytime over the internet, phone or in-branch. To help manage your cash flow, you also have a choice of principal and interest or interest based payments, and you can set up an interest offset facility to help save you interest.

**Focus on  
your new  
home,  
not your  
home loan.**

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#### **For The Detail on**

**Basic Home Loan**

**Standard Variable Rate**

**Home Loan**

▶ [go to page 13](#)

**Simplicity  
and  
flexibility  
together.**



### **Building Home Loan**

Building your own home is one of the most satisfying and challenging things you can do. Unlike buying a house, a building project requires you to pay different amounts at different times, as each stage is completed.

Our Building Home Loan lets you draw on funds as you need them, as your builder completes pre-agreed construction stages. You'll save money by only paying interest on what's been drawn down. We help you schedule and make payments to the builder as each stage passes inspection and is verified. At every step of your project, we'll be there to support you.

### **Relocation Home Loan**

When you think you've found the right property, sometimes you have to go for it. If you do buy before selling your current property, we can help make the move a smooth one, without the need for bridging finance.

Our Relocation Loan is designed to give you the time you need, at a competitive interest rate, to buy or build the home you want and organise the sale of your existing home. We can help cover the deposit, balance on settlement and extras like stamp duty and removalists. You could even start living in your new property before you sell your other home.

### **Renovating?**

If your beloved family home is bursting at the seams, or the kitchen and bathroom are crying out for a makeover, our loans could be for you. Select one of our home loans and get the funds you need to renovate by using the equity in your own. We have a range of home loans to help make your renovation a success.

**For the most  
effective  
home loan  
for you,  
talk to us.**

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### **For The Detail on**

**Building and Relocation  
Home Loans**

▶ [go to page 13](#)

### **Super Fund Home Loan**

More and more Victorians are choosing to manage their Superannuation themselves. Designed to work with your self-managed super fund (SMSF), this home loan could help you grow your wealth by diversifying your investments through residential property while taking advantage of potential gearing and capital gains tax breaks.

Choose a fixed or variable rate and your preferred repayment option. While legislation means you can't increase your loan after your fund has bought the property, our Partial Interest Offset facility for fixed rate loans or full interest offset facility (Mortgage Equaliser Offset or Repayment Offset) for variable rate loans allow you to save on interest.

Plus, you should know if there is a need to recover debt on the property, it's limited to the property, so your other super fund assets are not at risk. Please seek advice from your financial planner or accountant to see if this product is suitable for your self-managed super fund.

**A smart  
solution for  
self-managed  
super funds.**

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#### **For The Detail on**

**Super Fund Home Loan**

► [go to page 13](#)

### **Low Doc Portfolio Loan**

When you're successfully running your own small business and looking to grow or invest, you may need access to easy-to-manage finance. Our Low Doc Portfolio Loan is designed for self-employed customers and works like a flexible line of credit. Use it, as needed, for personal, investment or business purposes – or all three.

With up to ten sub-accounts it's simple to manage, and you can link your loan to Internet and Phone Banking. Like our Low Doc Home Loan, you can apply by providing your Business Activity Statements (BAS) for the last 12 months.

### **Low Doc Home Loan**

Even if business is booming we realise you might not have access to the relevant paperwork usually required for a standard home loan application. We've made life simpler for self-employed people and business owners. All you need to apply for our Low Doc Home Loan is some simple documentation, such as your Business Activity Statements (BAS) for the last 12 months. Once approved, you can choose a variable or fixed interest rate, with an interest offset facility, redraw and more.

### **Seniors Access Home Loan**

Retirement gives you more time to do the things you've always wanted. This loan can help give you the money to do those things. If you're 63 or over and own your home outright, you're eligible to apply. Borrow against the equity in your home to renovate, buy that boat you've always dreamed of, take off overseas or just use it as another source of income. It's up to you.

Often referred to as a 'reverse mortgage', the balance on this type of loan continues to grow over time, as interest, fees and charges are applied to the balance owing each month.

**Statements  
for each  
sub-account.  
Simple.**

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#### **For The Detail on**

[Low Doc Portfolio Loan](#)

[Low Doc Home Loan](#)

[Seniors Access Home Loan](#)

[▶ go to page 12](#)

# Compare our loans.

	Portfolio Loan	Standard Variable Rate Loan	Fixed Rate Loan	Basic Home Loan	Introductory Rate Home Loan	Low Doc Home Loan
<b>Interest Rates</b> Check out <a href="http://bankofmelbourne.com.au">bankofmelbourne.com.au</a> or come in and see us						
Interest rate type	Fixed or variable	Variable	Fixed	Variable	Fixed or variable	Fixed or variable
<b>Fees</b> Check out <a href="http://bankofmelbourne.com.au/homeloanfeesandchanges">bankofmelbourne.com.au/homeloanfeesandchanges</a> or come in and see us						
One-off establishment fee	✓	✓	✓	✓	✓	✓
OR One-off establishment fee with Advantage Package	X	X	X	n/a	X	n/a
Monthly administration fee	per account	✓	✓	X	✓	✓
OR Monthly administration fee with Advantage Package	X	X	X	n/a	X	n/a
Advantage Package annual fee (applies when you choose to package your home loan)	✓	✓	✓	n/a	✓	n/a

	Portfolio Loan	Standard Variable Rate Loan	Fixed Rate Loan	Basic Home Loan	Introductory Rate Home Loan	Low Doc Home Loan
<b>Features</b>						
Redraw facility (see The Detail)	✓	✓	✓	✓	✓	✓
Extra repayments	✓	✓	✓	✓	✓	✓
Weekly and fortnightly payments allowed	✓	✓	✓	✓	✓	✓
Monthly repayments	✓	✓	✓	✓	✓	✓
Able to increase loan amount	✓ <sup>1</sup>	✓	✗	✓	✓ <sup>1</sup>	✓ <sup>1</sup>
<b>Options</b>						
Full interest offset	✗	✓	✗	✗	✓	✓ <sup>2</sup>
Partial interest offset	✗	✗	✓	✗	✓ <sup>2</sup>	✓ <sup>2</sup>
Rate lock	✗	✗	✓	✗	✓	✓ <sup>2</sup>
Split loan	n/a	✓	✓	✓ <sup>3</sup>	✓ <sup>3</sup>	✓
Family as guarantors	✗	✓	✓	✓	✓	✗
Interest in advance	✗	✗	✓	✗	✓ <sup>2</sup>	✓ <sup>2</sup>
<b>Suitable for</b>						
Building a new home	✓	✓	✗	✗	✓	✓
Purchasing vacant land	✓	✓	✓	✓	✓	✓
Relocating	✓ <sup>4</sup>	✗	✓ <sup>4</sup>	✓ <sup>4</sup>	✓ <sup>4</sup>	✗
Renovation	✓	✓	✗	✗	✗	✓
Multiple investments in one account	✓	✗	✗	✗	✗	✗

1. On variable rate portion only 2. Only available where fixed rate applies 3. For new loans only  
4. End loan after Relocation Loan is paid out. See The Detail.

# The Detail.

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This brochure was correct when we wrote it on 20<sup>th</sup> August 2012. Things such as product features, terms & conditions, fees & charges and interest rates may change. It's important that you read about all the terms and conditions and fees and charges of any product or service before making a decision. We haven't had the chance to take your personal financial circumstances into consideration when we prepared this. To find out more about any product or service, go to our website [bankofmelbourne.com.au](http://bankofmelbourne.com.au), call us on 13 22 66 or come into one of our branches.

## Essential details about our loans

You'll generally have to pay Lenders Mortgage Insurance if your loan exceeds 80% of the value of your property. Bank of Melbourne's prevailing Credit Criteria apply to all our products.

### Portfolio Loan and Low Doc Portfolio Loan

With this flexible line of credit, you can create up to ten sub-accounts to suit your investment and lifestyle needs. A sub-account holder must be one or more of the Portfolio Loan borrowers. The remaining borrowers on the Portfolio Loan must be guarantors on that sub-account. Any Portfolio Loan borrower who is not a sub-account holder of a particular sub-account must guarantee that sub-account. The primary sub-account is always on a variable interest rate. You can apply to borrow up to 90% of your home's value (as determined by our valuation) to make other investments and build assets – such as shares, investment properties or even a new car. Read the *Portfolio Loan Agreement – General Terms and Conditions*, and *Loan Accounts – Charges for specific services and accounts*.

### Introductory Home Loan

Any interest rate discount that applies is as compared to our standard variable interest rate or standard fixed interest rate. Read the *Residential Loan Agreement – General Terms and Conditions* and *Loan Accounts – Charges for specific services and accounts*.

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### **Relocation, Fixed Rate, Variable Rate, Low Doc Home Loans**

You can redraw available funds from many of these loans if we approve this when you ask us. Fees may apply at times, for example, if you take advantage of offset. You may have a portion of your loan fixed. If you do, be aware that a full interest offset is not available for Fixed Rate Loans. Read the *Residential Loan Agreement – General Terms and Conditions* and *Loan Accounts – Charges for specific services and accounts*.

### **Basic Home Loan**

A basic, no frills home loan with a variable interest rate lower than our standard variable interest rate. Redraw requests and repayment pause require our approval. Upfront fees and costs may apply. Read the *Residential Loan Agreement – General Terms and Conditions* and *Loan Accounts – Charges for specific services and accounts*.

### **Building Loans**

Construction of the property must be completed within six months of the date of the first advance. After you make the final progress payment, the sale of the existing property must be settled within six months – a total maximum relocation period of 12 months applies. Read the *Residential Loan Agreement – General Terms and Conditions* and *Loan Accounts – Charges for specific services and accounts*.

### **Super Fund Home Loan**

Go online and read the *Residential Loan Agreement – General Terms and Conditions* and *Loan Accounts – Charges for specific services and accounts*. What we tell you about the tax position is only a guide. It's important you get your own tax advice for your individual situation from an independent tax professional.

### **Seniors Access Home Loan**

This loan is only available to you if you are a homeowner aged 63 or older. Seniors Access Home Loan is a Reverse Mortgage home loan that allows you to borrow against the equity in your home while you continue to live in it. How much you can borrow (from \$10,000 to \$250,000) depends on the age of all applicants, your home's value (as we assess it) and its location. You can make voluntary repayments towards the loan at any time or defer payment of the loan until the property is sold, the borrowers no longer live in the home, or all borrowers are deceased. Upfront fees and costs may apply. Read the *Residential Loan Agreement – General Terms and Conditions* and *Loan Accounts – Charges for specific services and accounts*.

## A better way to achieve your goals is around the corner.

To talk about the right loan for you, drop into your local branch or call **13 22 66**.

**bankofmelbourne.com.au**



**When you're ready to apply, it would be helpful if you could bring:**

- ☑ Two forms of ID from the list at **bankofmelbourne.com.au**
- ☑ Your two most recent payslips
- ☑ Bank statements for the last six months



Bank of Melbourne