

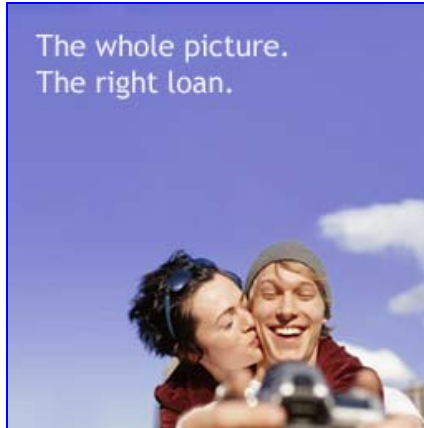


Home Loan Advice Centre

The whole picture · The right loan

HOME LOAN ADVICE CENTRE - PANEL LENDER COMMISSION SCHEDULE

The whole picture.
The right loan.



Commission Schedule at 26 May 2006

Lender Claw-back and Commission rates Policies Summary

Please Note: The following are extracts from PLAN Australia's lender broker agreements, which have been intentionally cut-down for ease of reference and should NOT be relied upon fully in anyway with regards to lenders full commission policies. It is highly recommended that you refer to the actual broker agreement via the PLAN Mortgage Software or contact the lender if in doubt.

Commission rates are based on information received by each lender, PLAN relies upon the lenders to provide the latest rate changes and product variations.

Residential

Adelaide Bank

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.70% of the settled Loan Amount Line of Credit 0.7% based on the drawdown amount or 75% of the limit whichever is greater	0.77% of the settled Loan Amount Line of Credit 0.77% based on the drawdown amount or 75% of the limit whichever is greater	0.25% on loan balance for the life of the loan for all loans	0.275% on loan balance for the life of the loan for all loans

Effective for all loans with a contract disclosure date on or after 4 July 2005, Adelaide Bank will:
Cease clawing back upfront commissions paid if the customer repays their loan early: and introduce Deferred Establishment Fees for all new home loans.

A Deferred Established Fee will be charged if an introduced loan is discharged within 4 years of settling. The amount of the fee will reduce the longer the loan remains open. The fee will be calculated based on the amount of credits for Term Loans and the Credit limit for the Line of Credit disclosed in the customers loan contract as follows.

Number of months since loan Settled	% of loan amount or credit limit*
0-12	100% of upfront commission% paid
13-24	75% of upfront commission % paid
25-36	50% of upfront commission% paid
37-48	25% of upfront commission% paid

***This appears in the contract as a calculated %**

Deferred Establishment fees will not apply for product conversions or Adelaide Bank refinances where no upfront commission is paid. They are not being introduced for loans prior to 4 July 2005

AFIG

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Various Upfront amounts based on the margin to base interest rate</p> <p>Maximum 1.4%</p> <p>Exceptions to maximum commission rate apply to the following products:</p> <p>Lines of credit, Construction loans, Mobius 100% and Near Prime and High LVR products</p>	<p>Various Upfront amounts based on the margin to base interest rate</p> <p>Maximum 1.54%</p>	<p>Various Trail amounts based on the negotiated rate.</p>	<p>Various Trail amounts based on the negotiated rate.</p>

Please refer to Notices dated 16/01/06 & 23/03/06 for revised pricing arrangements (Admin/News/Mortgage Lending/Panel Lender Information/Panel Lender Notices)

Myshare – badged AFIG Product

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
Loans Submitted from 01/10/2005	Loans Submitted from 01/10/2005	Loans Submitted prior to 01/10/2005 0.34% on the loan balance for the life of the loan, calculated pa.	Loans Submitted prior to 01/10/2005 0.371% on the loan balance for the life of the loan, calculated pa.
<u>All Loan Amounts:</u>	<u>All Loan Amounts:</u>	Loans Submitted from 01/10/2005	Loans Submitted from 01/10/2005
<u>Loans < \$250k</u>	<u>Loans < \$250k</u>	<u>Loans < \$250k</u>	<u>Loans < \$250k</u>
Fastdoc Loans 1%	Fastdoc Loans 1.1%	All Variable & LOC 0.35%	All Variable & LOC 0.385%
Standard Variable 1%	Standard Variable 1.1%	All Fixed 0.20%	All Fixed 0.22%
Standard LOC 1%	Standard LOC 1.1%	<u>Loans >\$250k 0.20%</u>	<u>Loans >\$250k 0.22%</u>
Standard Fixed 0.6%	Standard Fixed 0.66%		
(% is of the settled loan amount)	(% is of the settled loan amount)	(% is based on the loan balance for the life of the loan calculated pa.)	(% is based on the loan balance for the life of the loan calculated pa.)
(Line of Credit based on Credit Limit)	(Line of Credit based on Credit Limit)		

Clawback of Commissions does not apply to Myshare Home Loans

AMP

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.70% upfront of the settled Loan Amount Affinity and Alliance Home loans upfront 0.30% Amex Card: \$30 (on approval)	0.77% upfront of the settled Loan Amount Affinity and Alliance Home loans upfront 0.33% Amex Card: \$33 (on approval)	0.25% on loan balance	0.275% on loan balance

AMP Banking will pay the Upfront Commission in the amount specified in Item 1 of the Schedule for each successful Introduction. The Upfront Commissions will be paid in the month in which settlement of the Credit took place.

If the Customer discharges a Credit that has been successfully introduced and drawn down within 12 months from Settlement Date, the Upfront Commission paid for the successful Introductions shall be reduced by 100%. If the customer discharges a Credit that has been successfully drawn down within the 13th to 28th month period from the Settlement Date, the amount of Upfront Commission payable for the successful introduction shall reduced by 50%. Any refund payable by the Business Originator to AMP Banking on demand by the AMP Banking or AMP Banking may set-off or deduct any such amounts from any commission payable by AMP Banking to the Business Originator for other successfully introduced Credit on any future commission payment date.

The Trailer Commission will not be payable for each Successful Introduction where:

The credit at any time has been in arrears for 2 consecutive calendar months;or

The Credit is no longer owned by the Business Originator;or

The Credit has been repaid in full;or

The total amount of all Trailer Commission payable to the Business Originator falls below \$100 per month for 3 consecutive months.

ANZ

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>0.73% of the settled Loan Amount during the period March 06 to September 06*</p> <p><i>0.71% of settled Loan Amount during the period of January 06 to March 06</i></p> <p>Lines of Credit are calculated on 75% of loan amount. As of 01/05/2004</p> <p>*No upfront for Business Saver Loans.</p>	<p>0.803% of the settled Loan Amount during the period March 06 to September 06</p> <p><i>0.781% of settled Loan Amount during the period of January 06 to March 06</i></p> <p>Lines of Credit are calculated on 75% of loan amount. As of 01/05/2004</p> <p>*No upfront for Business Saver Loans.</p>	<p>0.25% on loan balance for the life of the loan for all new applications settled from 1 March 2005</p> <p><i>0.29% Prior to the first of March 2005 on loan balance for the life of the loan for all loans</i></p> <p>*No trails for Business Saver Loans and over Drafts</p>	<p>0.275% on loan balance for the life of the loan for all new applications settled from 1 March 2005</p> <p><i>0.319% on loan balance for the life of the loan for all loans prior to the first of March 2005</i></p> <p>*No trails for Business Saver Loans and over Drafts</p>

* Please Note: Where PLAN Australia meets ANZ's volume criteria a bonus upfront commission of up to 0.03% on top of 0.70% (max total of 0.73%) is applicable

Please See below for Clawback Policy

Commission Clawback –

ANZ shall have the right to demand that the Originator repay:

- 100 percent of the commission if it is terminated or if ANZ is entitled to terminate within 12 months of the loan being written;
- 50 percent of the commission if it is terminated or if ANZ is entitled to terminate after twelve months, but within fifteen months of the loan being written; or
- 25 percent of the commission if it is terminated or if ANZ is entitled to terminate after fifteen months, but within 18 months of the loan being written.
- A proportion of the upfront commission where the average loan balance reduces to less than 90% of drawdown in the first year – please refer to the Lender Agreement for more information.

BankWest

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>0.70% on loan amount for all products except Home Owners Loan</p> <p>0.30% for Home Owners Loan</p> <p>\$350 for any refinanced loan whether or not loan amount increases</p> <p>Loans over \$1.5M commission is subject to negotiation</p> <p><i>*No commission on overdraft accounts</i></p>	<p>0.77% on loan amount for all products except Home Owners Loan</p> <p>0.33% for Home Owners Loan</p> <p>\$385 for any refinanced loan whether or not loan amount increases</p> <p>Loans over \$1.5M commission is subject to negotiation</p> <p><i>*No commission on overdraft accounts</i></p>	<p>0.2875% on loan balance for the life of the loan except for Home Owners Loan</p> <p>nil for Home Owners Loan</p> <p>0.2875% on increase over existing loan facility</p>	<p>0.31625% on loan balance for the life of the loan except for Home Owners Loan</p> <p>nil for Home Owners Loan</p> <p>0.31625% on increase over existing loan facility</p>

If the Bank pays the Originator any commission in relation to any Home Loans, Home Owners Loans and the loan or facility in respect of which that Commission was paid is repaid in Full with **24 months** of it having been drawdown the Originator must refund to the Bank an amount equal to the Commission paid to the originator less X where X is determined as follows:
 "X" = Months account has run x Commission paid 24

If after 12 months a customer has not drawn down or drawn less than 75% of the credit limit on an Equity Line (or other similar facility available for draw down) the bank is entitled to seek a refund of the commission paid to the originator, within 60 days of the expiration of that 12 month period.

Bluestone

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Rates effective for loans settled from 01/02/05 to 05/12/2005</p> <p>Option A – Upfront Only</p> <p>Upfront packaged:</p> <ul style="list-style-type: none"> - 2.0% Upfront upon settlement - 1.0% Step down <p>Upfront Unpackaged:</p> <ul style="list-style-type: none"> - 1.5% Upfront upon settlement - 1.0% Step down <p><i>'Upfront Packaged' rate is available only when the valuation is ordered and paid for by the loan writer</i></p>	<p>Rates effective from 01/02/05 to 05/12/2005</p> <p>Option A – Upfront Only</p> <p>Upfront packaged:</p> <ul style="list-style-type: none"> - 2.2% Upfront upon settlement - 1.1% Step down <p>Upfront Unpackaged:</p> <ul style="list-style-type: none"> - 1.65% Upfront upon settlement - 1.1% Step down <p><i>'Upfront Packaged' rate is available only when the valuation is ordered and paid for by the loan writer</i></p>	<p>Nil</p>	<p>Nil</p>
<p>Rates effective for loans submitted from 05/12/05</p> <p><u>Non Conforming Products^:</u></p> <p>Upfront option: Upfront 1.75%</p> <p>Step down*: 1%</p> <p>Trail option: Upfront 1.0%</p> <p><u>Lo-doc products:</u></p> <p>Upfront Option: Upfront 1.2%</p> <p>Trail Option : Upfront 0.70%</p>	<p>Rates effective for loans submitted from 05/12/05</p> <p><u>Non Conforming Products^:</u></p> <p>Upfront option: Upfront 1.925%</p> <p>Step down*: 1.1%</p> <p>Trail option: Upfront 1.1%</p> <p><u>Lo-doc products:</u></p> <p>Upfront Option: Upfront 1.32%</p> <p>Trail Option : Upfront 0.77%</p>	<p>Rates effective for loans submitted from 05/12/05</p> <p><u>Non Conforming Products^:</u></p> <p>Trail option: Trail 0.3%</p> <p><u>Lo-doc products:</u></p> <p>Trail Option : Trail 0.25%</p>	<p>Rates effective for loans submitted from 05/12/05</p> <p><u>Non Conforming Products^:</u></p> <p>Trail option: Trail 0.33%</p> <p><u>Lo-doc products:</u></p> <p>Trail Option : Trail 0.275%</p>

**Loans are eligible for 'step down' commission after three years of the loan being active*

**The percentages for 'step down' payments are calculated on the loan balance on the Step Down Date*

Bluestone Equity Release

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
Equity Tap Commission Upfront Option - 2.25% Upfront (Available when 50% or more of approved proceeds are taken upfront at settlement) Upfront & Trail Option - 1% Upfront WA – Upfront 2%	Equity Tap Commission Upfront Option - 2.475% Upfront (Available when 50% or more of approved proceeds are taken upfront at settlement) Upfront & Trail Option - 1.1% Upfront WA – Upfront 2.2%	Equity Tap Commission Upfront & Trail Option 0.2% (Paid over a 10 Year period monthly in arrears whilst loan is active) 0.25% Trail WA Only – available 1st Year Only	Equity Tap Commission Upfront & Trail Option 0.22% (Paid over a 10 Year period monthly in arrears whilst loan is active) 0.275% Trail WA Only – available 1st Year Only

*Commission Structure changed as of the 6th of October 2005 – previously only had an upfront commission option 2.25% (no trail).

Clawback:

If loan is discharged before 7 Months – 100% of upfront commission payment will be clawed back

If loan is discharged between 7 and 12 months – 50% of upfront commission payment will be clawed back.

Citibank

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Rates effective for settled loans# from 01/02/06:</p> <p><i>Amount Advanced per customer unit – \$1,000,000 or less 0.70%</i></p> <p><i>Amount Advanced per customer unit greater than \$1,000,000 0.35% above \$1million to \$3 million of the Commissionable Amount</i></p> <p>Rates effective for settled loans up to 31/01/06:</p> <p>0.65% for loans to \$1M</p> <p>.35% for loans above \$1M to \$3M</p> <p><u>Fixed Margin Home Loan 0.60%</u></p> <p>See below for Revolving Mortgage Facility Conditions</p>	<p>Rates effective for settled loans# from 01/02/06:</p> <p><i>Amount Advanced per customer unit – \$1,000,000 or less 0.77%</i></p> <p><i>Amount Advanced per customer unit greater than \$1,000,000 0.385% above \$1million to \$3 million of the Commissionable Amount</i></p> <p>Rates effective for settled loans up to 31/01/06:</p> <p>0.715% for loans to \$1M</p> <p>.385% for loans above \$1M to \$3M</p> <p><u>Fixed Margin Home Loan 0.66%</u></p> <p>See below for Revolving Mortgage Facility Conditions</p>	<p>Rates effective for settled loans# from 01/02/06:</p> <p><i>0.25% on principle loan balance of existing portfolio for the life of the loan (unless loan has payments or charges outstanding)</i></p> <p>Rates effective for settled loans up to 31/07/05</p> <p><i>0.2436% on principle loan balance of existing portfolio for the lesser of 10 years of the duration of the mortgage product (unless loan has payments or charges outstanding)</i></p> <p>Rates effective for settled loans up to 31/01/06:</p> <p><i>0.2436% on principle loan balance of existing portfolio for the life of the loan (unless loan has payments outstanding)</i></p>	<p>Rates effective for settled loans# from 01/02/06:</p> <p><i>0.275% on principle loan balance of existing portfolio for the life of the loan (unless loan has payments or charges outstanding)</i></p> <p>Rates effective for settled loans up to 31/07/05</p> <p><i>0.268% on principle loan balance of existing portfolio for the lesser of 10 years of the duration of the mortgage product (unless loan has payments or charges outstanding)</i></p> <p>Rates effective for settled loans up to 31/01/06:</p> <p><i>0.268% on principle loan balance of existing portfolio for the life of the loan (unless loan has payments outstanding)</i></p>

*See below for further conditions and Clawback policy.

Citibank Continued:

Citibank Standard Loan Facilities, Revolving Mortgage Facilities, 2-in-One Facilities, Construction Loan, Offset Loan Facilities and Basic Loan Facilities

Standard Loan Facilities and Offset Loan Facilities, Construction Loan Facility or Basic Loan Facility: Commissionable Amount = Principle Balance on the Settlement Date up to a limit of \$3 million

Revolving Mortgage Facility: Commissionable Amount is paid on the Higher of the Principle Balance on the Settlement Date up to a limit of \$3 million or 70% of customer's Credit Limit.

Citibank 2-One Facilities: Include an Upfront Commission Portion and a Trailing commission portion (Calculation of the Trailing Commission is separate for the standard component of the loan). The Upfront Commission in this instance is:

Commissionable Amount for Revolving Mortgage account(s) = Higher of: (i) total Principle Balance on the Settlement Date up to a limit of \$3 million; OR (ii) 70% of customer's total Credit Limit.

Commissionable Amount for Non-Revolving Mortgage Account(s) = total Principle Balance on the Settlement Date up to a limit of \$3 million

Construction Loan Facilities: Commissionable Amount = Total Facility on the Settlement Date up to a limit of \$3 million

Cessation of payment of Commission:

(a) If the Mortgage Product is fully or partially discharged within 6 months of the Settlement Date, you must refund to Citibank 100% of any Upfront Commission paid when the Mortgage Product Settled on the amount discharged, plus any GST adjustment you may be eligible to receive in relation to that refund;

(b) If the Mortgage Product is fully or partially discharged after 6 months and within 12 months of the Settlement Date, you must refund to Citibank 50% of any Upfront Commission paid when the Mortgage Product Settled on the amount discharged, plus any GST adjustment you may be eligible to receive in relation to that refund;

(c) If the Mortgage Product has an Introductory Rate and is fully or partially discharged after 12 months and within 18 months of the Settlement Date, you must refund to us 50% of the Upfront Commission paid when the Mortgage Product Settled on the amount discharged plus any GST adjustment you may be eligible to receive in relation to that refund;

(d) If the Customer is 30 days past due, Trailing Commission will cease and may only be reinstated when the Customer's account has no payments or charges outstanding and is brought up-to-date and remains up-to-date for 30 days.

Commonwealth Bank

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Loan = < 50,000: Nil Loan = > 75,000: 0.70%</p> <p>Annual Bonus commission of 0.05% if settlement ratio of the PLAN Australia group exceeds 90%</p> <p>Flexi-Fixed Loan: 0.70%</p> <p>Bankcard, Visa, MasterCard: \$15 (on approval) State-All-In-One Account: \$25 (when opened)</p> <p>Upfront calculated on 75% of loan amount for Lines of Credit</p>	<p>Loan = < 50,000: Nil Loan = > 75,000: 0.77%</p> <p>Annual Bonus commission of 0.055% if settlement ratio of the PLAN Australia group exceeds 90%</p> <p>Flexi-Fixed Loan: 0.77%</p> <p>Bankcard, Visa, MasterCard: \$16.50 (on approval) State-All-In-One Account: \$27.50 (when opened)</p> <p>Upfront calculated on 75% of loan amount for Lines of Credit</p>	<p>Loan = < 50,000: Nil Loan = > 75,000: 0.25%</p> <p>All honeymoon products with a term less than or including 12 months will not receive trail for the term of the honeymoon period</p> <p>For any period after the honeymoon period and up to 12 months from the initial settlement date a rate of 0.20%p.a. will be paid.</p> <p>After this 12 month period the trailing commission will increase to 0.25%p.a.</p> <p>All other products will receive trail for the first 12 months from the initial settlement date at a rate of 0.20%p.a. After this 12 month period the trailing commission will increase to 0.25%p.a.</p> <p>Trail will accrue from Actual settlement date.</p> <p>#Please note that existing portfolio's pre April 2005 will not be effected.</p>	<p>Loan = < 50,000: Nil Loan = > 75,000: 0.275%</p> <p>All honeymoon products with a term less than or including 12 months will not receive trail for the term of the honeymoon period</p> <p>For any period after the honeymoon period and up to 12 months from the initial settlement date a rate of 0.22%p.a. will be paid.</p> <p>After this 12 month period the trailing commission will increase to 0.275%p.a.</p> <p>All other products will receive trail for the first 12 months from the initial settlement date at a rate of 0.22%p.a. After this 12 month period the trailing commission will increase to 0.275%p.a.</p> <p>Trail will accrue from Actual settlement date.</p> <p>#Please note that existing portfolio's pre April 2005 will not be effected.</p>

Commission Clawbacks as per the below will apply when loans are externally refinanced or repaid for any reason, other than a genuine sale of the security property, regardless whether you or any nominee were involved with the refinance or repayment or not.

Period	Percentage of Total Upfront Amount to be clawed back
0 months up to and including 12 months	100%
12 months up to and including 18 months	50%

A review of the Clawback provision may be conducted, by exception, in the following circumstances;

1. When loans are internally refinanced by the Commonwealth Bank;

Period	Minimum Percentage of Total Upfront Amount to be clawed back
0 months up to and including 6 months	100%
Greater than 6 months up to and including 12 months	50%
Greater than 12 months up to and including 18 months	0%

2. When loans are repaid as a result of a genuine property sale;

Period	Minimum Percentage of Total Upfront Amount to be clawed back
0 months up to and including 6 months	100%
Greater than 6 months up to and including 12 months	50%
Greater than 12 months up to and including 18 months	0%

3. Where within 12 months of funding of a loan or facility that loan or facility is partially repaid other than by scheduled repayments and the residual balance of the loan or facility (after deducting any existing borrowing from us secured by a mortgage over residential property which was refinanced by the facility), is:
 - (a) less than \$50,000 then you will refund to us the whole of the commission paid to you that represents the Total Upfront Amount;
 - (b) Greater than \$50,000 then you will refund to us the proportion of the commission paid to you that represents the proportion of the Total Upfront Amount that is equal to the proportion of the Loan Amount/Limit on which we paid commission to the residual balance (subject to any deduction for borrowing refinanced and deducting an amount on which we treated as bridging finance and did not pay commission on in accordance with Schedule A Part 3 – Commissions – Bridging Loans and Terms applicable to payment of all commission Clause

GE Capital

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
Loans settled prior to 01/01/06 1.00% of settled loan amount	Loans settled prior to 01/01/06 1.10% of settled loan amount	Loans settled prior to 01/01/06 0.50% on loan balance for the life of the loan for all loans	Loans settled prior to 01/01/06 0.55% on loan balance for the life of the loan for all loans
Loans settled from 01/01/06 0.70% for all loans classified as Level 1 risk with an LVR up to and including 80%; or 1% for all other loans	Loans settled from 01/01/06 0.77% for all loans classified as Level 1 risk with an LVR up to and including 80%; or 1.10% for all other loans	Loans settled from 01/01/06 0.30% for all loans classified as Level 1 risk with an LVR up to and including 80%; or 0.5% for all other loans	Loans settled from 01/01/06 0.33%* for all loans classified as Level 1 risk with an LVR up to and including 80%; or 0.55%* for all other loans

- **Commission Bonus** – Subject to the agreed settlement targets for 2006 (as specified in the Lender Agreement) Ge Mortgage Solutions will pay an additional 0.20% upfront commission on all Loan Products that have settled per quarter.
- * % calculated on the loan balance for the life of the loan

Heritage

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>0.65% of the basic loan amount</p> <p>Commission will not be paid on Bridging Loans. Standard commission will be paid on any Residual Loan written in conjunction with a Bridging Loan</p>	<p>0.715% of the basic loan amount</p> <p>Commission will not be paid on Bridging Loans. Standard commission will be paid on any Residual Loan written in conjunction with a Bridging Loan</p>	<p>0.25% per annum of the end of month loan balance</p>	<p>0.275% per annum of the end of month loan balance</p>

They review each individual broker on a monthly basis, to determine the extent of payments being made for loans that have settled/closed, and at this stage they don't believe it's necessary to include such a clause in the agreement

Claw-back policy unspecified in agreement. Contact lender for more details.

Home Building Society

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Prior to April 01 2006: 0.65% of approval amount</p> <p>From April 01 2006 0.70% of approval amount</p> <p>Bridging Loan shall be remunerated on expected Residual Loan balance</p>	<p>Prior to April 01 2006: 0.715% of approval amount</p> <p>From April 01 2006 0.77% of approval amount</p> <p>Bridging Loan shall be remunerated on expected Residual Loan balance</p>	<p>0.25% for life of loan</p> <p>0.35% for new <i>All in one Loans</i> approved from 1st January 2005</p>	<p>0.275% for life of loan</p> <p>0.385% for new <i>All in one Loans</i> approved from 1st January 2005</p>

Claw back of Upfront Commission payments - effective from 1 January 2005.

If a loan is discharged within 12 months of initial drawdown, the claw back of the Upfront Commission will be as follows

Commission Calculation	
0-3 Months	100%
4-6 Months	75%
7-9 Months	50%
10-12 Months	25%

HomeLoans Pty Ltd

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Loan < 50,000: Nil **Loan => 50,000: 0.80%</p> <p>0.65% for 'All purpose Saver' Upfront available up to \$1M loan amount</p> <p>Line of credit loans at 75% of limit or actual amount drawn down whichever is greater</p> <p>**except for: Adelaide Bank – Home Truth Loan or RMT More Value Loan</p>	<p>Loan < 50,000: Nil **Loan => 50,000: 0.88%</p> <p>0.715% for 'All purpose Saver' Upfront available up to \$1M loan amount</p> <p>Line of credit loans at 75% of limit or actual amount drawn down whichever is greater</p> <p>**except for: Adelaide Bank – Home Truth Loan or RMT More Value Loan</p>	<p>HomeLoan Products</p> <p>0.25% for loans which settle after the 1st December 2003</p> <p>0.2% payable monthly in arrears except Adelaide Bank Home Truth Loan or RMT More Value Loan</p> <p>Access Home Loan Products</p> <p>0.3% payable monthly in arrears except Adelaide Bank Home Truth Loan or RMT More Value Loan</p>	<p>HomeLoan Products</p> <p>0.275% for loans which settle after the 1st December 2003</p> <p>0.22% payable monthly in arrears except Adelaide Bank Home Truth Loan or RMT More Value Loan</p> <p>Access Home Loan Products</p> <p>0.33% payable monthly in arrears except Adelaide Bank Home Truth Loan or RMT More Value Loan</p>

*No Clawback Policy, Homeloans reserves the right to clawback in certain circumstances. Please contact Homeloans for more information.

Homeseide

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.65% of settled loan amount	0.715% of settled loan amount	0.25% on loan balance	0.275% on loan balance
Peak Performance – Upfront paid on 75% of the limit	Peak Performance – Upfront paid on 75% of the limit		
No Commission is Payable on Bridging Loans	No Commission is Payable on Bridging Loans		

Please refer to the Lender Agreement Addendum for changes effective from the 24th of April 2006 re Customer Variations

In the event that:

- (a) A customer's account which has been introduced to us and which has been drawdown is repaid in full within 9 months from the date of drawdown of the loan of the loan/overdraft; or
- (b) We are notified within 9 months from the date of drawdown of the loan that the account is to be repaid in full;
- (c) The customer defaults under the terms and conditions applicable to the account, HomeSide may, at its discretion:
- (d) Terminate the payment of Upfront Commission (if it has not been paid to you) for that account;
- (e) Terminate the accrual of Trailer Commission for that account;
- (f) Request that you immediately repay to HomeSide the full amount of Upfront Commission and Trailer Commission which we have paid to you in respect of that account; and
- (g) Set off and deduct the aggregate amount of such commission payments from any commission payment which we are due to make to you pursuant to the terms of this Letter, notwithstanding that such commission payment is being made in respect of loan accounts and /or overdraft accounts which are not the account referred to in this clause 2.2.3 paragraphs (a) to (c) above and notwithstanding the fact that we may not yet have issued you with our request for repayment of commissions for the loan/overdraft (as referred to in 2.2.3(f) above) or, where we have issued that request, you may not have received it.

HSBC

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>0.6% of settled loan amount</p> <p>Home Equity Loan – 0.6% of the greater of the amount drawn down or 70% or the maximum amount of the loan</p> <p>Commission on loans over \$1M are capped at \$7000</p>	<p>0.66% of settled loan amount</p> <p>Home Equity Loan – 0.66% of the greater of the amount drawn down or 70% or the maximum amount of the loan</p> <p>Commission on loans over \$1M are capped at \$7700</p>	<p>0.25% on loan balance for all HSBC products</p>	<p>0.275% on loan balance for all HSBC products</p>

HSBC will pay an additional 1% on the upfront commission where the introducer meets volume criteria. Please refer to the lender agreement for more information.

The Introducer must refund to HSBC the whole of the approved fees + GST paid to the introducer in respect of an approved application if the relevant loan is repaid or discharged in full on or before the date 6 months after the date of settlement of the loan

The Introducer must refund to HSBC 50% of the approved fees + GST paid to the introducer in respect of an approved application if the relevant loan is repaid or discharged in full after 12 but before 18 months after the date of settlement of the loan

HLP

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Unique – 0.8% of settled loan amount</p> <p>Universal - 1.2% of settled loan amount</p> <p>*Commission will only be calculated on an individual loan value up to \$1.0m</p> <p>*No Commission will be paid on partial drawdowns of construction loans</p>	<p>Unique – 0.88% of settled loan amount</p> <p>Universal - 1.32% of settled loan amount</p>	<p>Unique - 0.3% on loan balance</p> <p>Universal – 0.3% on loan balance</p>	<p>Unique - 0.33% on loan balance</p> <p>Universal – 0.33% on loan balance</p>

IMB

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.60% between \$10,000 and \$1M	0.66% between \$10,000 and \$1M	0.25% of the eligible loan balance	0.275% of the eligible loan balance
* Line of Credit - Upfront paid on Approval Amount	* Line of Credit - Upfront paid on Approval Amount	* Line of Credit – Trail paid on Average loan balance for month	* Line of Credit – Trail paid on Average loan balance for month

If an application discharges within 12 months, the Broker must repay **50%** of the up-front commission for that Application.

ING

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.70 % of settled loan amount Maximum \$7000 As at 1 September 2005 full commission will be paid on settled deals up to a maximum of \$2M	0.77 % of settled loan amount Maximum \$7700 As at 1 September 2005 full commission will be paid on settled deals up to a maximum of \$2M	0.25% on loan balance	0.275% on loan balance

The Upfront Fee must be repaid to ING if:

- a. In the case of a Mortgage Simplifier loan, that Mortgage Simplifier loan is repaid in full within twelve months of that Mortgage Simplifiers loan's settlement date, 100% of the upfront commission will be repaid to ING; or
- b. In the case of any loan, other than a Mortgage Simplifier loan, that loan is repaid in full within six months of that loan's settlement date, 100% of upfront fee will be repaid to ING. If that loan is repaid between 6 and 12 months from settlement ING will clawback 50% of the upfront commission

ING may deduct this clawback from the Introducer's ongoing trail commission. ING reserves the right to demand payment from the Introducer on seven days' notice

Keystart

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.6% of the loan amount; or 0.7% of loan amount, if the application is presented through Keystart's information system	0.66% of the loan amount; or 0.77% of loan amount, if the application is presented through Keystart's information system	0.2% of the outstanding loan balance	0.22% of the outstanding loan balance
Increased loan amounts (ie where there is an existing loan managed by Keystart) is 0.6% of the loan amount	Increased loan amounts (ie where there is an existing loan managed by Keystart) is 0.66% of the loan amount	Increased loan amounts (ie where there is an existing loan managed by Keystart) is 0.20% of the loan balance	Increased loan amounts (ie where there is an existing loan managed by Keystart) is 0.22% of the loan balance

As of the 1st July 2005 all loans discharged within 12 months of the settlement date, or in the case of a Keystart loans for construction of a house, within 12 months of that Keystart loan being fully drawdown, Keystart will impose a 100% clawback.

The change as of the 1st of July decreases the time in which Keystart can impose a clawback of commission on the construction loans from "12 months from the final drawdown" to "12 months from first drawdown" of the loan.

La Trobe Home Loans

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Standard Full Doc Home Loans (1, 2 & 3 on Matrix)</p> <p>- Upfront \$500</p> <p>Where the application fee paid by the borrower is 1.00% of loan amount where nominated at loan lodgement by correspondent the upfront commission will be 0.50% of the loan amount</p>	<p>Standard Full Doc Home Loans (1, 2 & 3 on Matrix)</p> <p>- Upfront \$550</p> <p>Where the application fee paid by the borrower is 1.00% of loan amount where nominated at loan lodgement by correspondent the upfront commission will be 0.55% of the loan amount</p>	<p>Standard Full Doc Home Loans (1, 2 & 3 on Matrix)</p> <p>Base Trail = 0.20% p.a. inclusive in Borrower Rate</p> <p>Excess Trail – up to 0.20% p.a.</p> <p>Total Max 0.40% p.a. of loan amount</p>	<p>Standard Full Doc Home Loans (1, 2 & 3 on Matrix)</p> <p>Base Trail = 0.22% p.a. inclusive in Borrower Rate</p> <p>Excess Trail – up to 0.22% p.a.</p> <p>Total Max 0.44% p.a. of loan amount</p>
<p>Lite Doc Loans (4, 5, 6, & 7 on Matrix)</p> <p>- Upfront 0.50% of loan amount</p>	<p>Lite Doc Loans (4, 5, 6, & 7 on Matrix)</p> <p>- Upfront 0.55% of loan amount</p>	<p>Lite Doc Loans (4, 5, 6, & 7 on Matrix)</p> <p>Base Trail = 0.20% p.a. inclusive in Borrower Rate</p> <p>Excess Trail – up to 0.40% p.a.</p> <p>Total Max 0.60% p.a. of loan amount</p>	<p>Lite Doc Loans (4, 5, 6, & 7 on Matrix)</p> <p>Base Trail = 0.22% p.a. inclusive in Borrower Rate</p> <p>Excess Trail – up to 0.44% p.a.</p> <p>Total Max 0.66% p.a. of loan amount</p>

Lite Doc Extra (8, 9, or 10 on Product Matrix)

Where the application fee paid by the borrower is 1.00% of the loan amount (min \$890) the upfront commission will be **0.25%** of the loan amount.

Where the application fee paid by the borrower is 1.25% of loan amount where nominated at loan lodgement by correspondent the upfront commission will be **0.50%** of the loan amount

2nd Mortgage Loans have an upfront commission of **0.25%** of the loan amount

Lite Doc Extra (8, 9, or 10 on Product Matrix)

Where the application fee paid by the borrower is 1.00% of the loan amount (min \$890) the upfront commission will be **0.275%** of the loan amount.

Where the application fee paid by the borrower is 1.25% of loan amount where nominated at loan lodgement by correspondent the upfront commission will be **0.55%** of the loan amount

2nd Mortgage Loans have an upfront commission of **0.275%** of the loan amount

Lite Doc Extra (8, 9, or 10 on Product Matrix)

Base Trail = 0.00% p.a. inclusive in Borrower Rate

Excess Trail – up to 0.40% p.a.

Total Max 0.40% p.a. of loan amount

Lite Doc Extra (8, 9, or 10 on Product Matrix)

Base Trail = 0.00% p.a. inclusive in Borrower Rate

Excess Trail – up to 0.44% p.a.

Total Max 0.44% p.a. of loan amount

Important Information: (Please contact Latrobe for clarification on any of the above information)

Upfronts are paid to the Correspondent in arrears following month of settlement

- For building loans with progress payments the fees referred to above are distributed to the Correspondent based on the full loan amount
- No utilization (defined as the net loan balance after deducting deposit balances in Offset accounts) reductions based on drawings.
- No Upfront Commission recoveries or NO Commission CLAWBACKS
- Additional Brokerage can be entered into between the Correspondent and the Borrower as described at clause 5.1 of the lender agreement and paid at settlement.

Liberty

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
Various Upfront amounts based on the margin to base interest rate Star & Nova AAA - Upfront 1% Star & Nova AA and B- - Upfront 1% Liberty Private - Upfront 1% # Rates as of 1 st October 2004	Various Upfront amounts based on the margin to base interest rate Star & Nova AAA - Upfront 1.1% Star & Nova AA and B- - Upfront 1.1% Liberty Private - Upfront 1.1% # Rates as of 1 st October 2004	Various Trail amounts based on the negotiated rate Star & Nova AAA - Trail .3% Star & Nova AA and B- - Trail .5% Liberty Private - Trail .5% # Rates as of 1 st October 2004	Various Trail amounts based on the negotiated rate. Star & Nova AAA - Trail .33% Star & Nova AA and B- - Trail .55% Liberty Private - Trail .55% # Rates as of 1 st October 2004

If a loan is fully repaid within 12 months from the date on which the Loan is settled, then you must repay us an amount of the applicable commission calculated using the following formula:

$$A = (4-R)/4(C)$$

Where: A = the amount to be repaid ("Reduction Amount");

R = the number of full quarterly periods in the 12 month period that have elapsed from when the Loan was settled to when the Loan is repaid. For the avoidance of doubt, R will equal 0, where the Loan is paid off within 3 months of the date it was settled as a full quarterly period would not have elapsed; and

C = the applicable commission paid in respect of the Loan.

The relevant reduction amounts (without factoring GST), expressed in terms of the number of full months since the settlement of the Loan, are therefore:

Number of full months Loan ran from settlement	1	2	3	4	5	6	7	8	9	10	11	12
Refund of applicable commission	4/4	4/4	4/4	3/4	3/4	3/4	2/4	2/4	2/4	1/4	1/4	1/4

In addition to the amount calculated using the above formula which you must repay, you must also repay any GST that has been paid in relation to that amount

Macquarie Bank

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.70% Upfront Upfront for Lines of Credit are paid at 70% of the approved Credit Limit, or the amount drawn down, whichever is greater	0.77% Upfront Upfront for Lines of Credit are paid at 70% of the approved Credit Limit, or the amount drawn down, whichever is greater	0.30% on loan balance 0.25% Mortgage Saver	0.33% on loan balance 0.275% Mortgage Saver

***Additional Commission Bonus on Silver Living Products of 0.30% on upfront commission, loans must settle by 03 March 2006.**

"Where a Referred Loan (except a Standard Product Referred Loan) is fully discharged within 12 months of the settlement date, the Referrer will refund to Macquarie the Initial Fee as follows:

- (a) 100% of the Initial Fee for a Referred Loan discharged within 6 months of the settlement date.
- (b) 50% of the Initial Fee for a Referred Loan discharged within 7 to 9 months of the settlement date.
- (c) 25% of the Initial Fee for a Referred Loan discharged within 10 to 12 months of the settlement date.

Provided however, that 100% of the Initial Fee will be refunded to Macquarie where a Standard Product Referred Loan is discharged within 12 months of the settlement date.

Please note – effective 19/05/06 the Macquarie Saver Express is considered a Standard Product Referred Loan.

The refund will be payable within 10 Business Days of the end of the calendar month in which the Referred Loan is discharged."

Maxis Loans

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.60% of the mortgage sum	0.66% of the mortgage sum	0.25% on loan balance, payable for the life of the loan	0.275% on loan balance, payable for the life of the loan

Clawback Policy

If the loan product is repaid in full or is terminated or cancelled within 12 months of the settlement date or the date of establishment facility, then you are not entitled to any further commission payments in respect of that Loan Product and you will refund to Maxis the initial commission & trail commission amounts paid to you as follows:

Period	Fraction & Percentage Of Initial & Trail Commission to be refunded	
0-1 Months	12/12	100%
1-2 Months	11/12	91.66%
2-3 Months	10/12	83.33%
3-4 Months	9/12	75%
4-5 Months	8/12	66.66%
5-6 Months	7/12	58.33%
6-7 Months	6/12	50%
7-8 Months	5/12	41.66%
8-9 Months	4/12	33.33%
9-10 Months	3/12	25%
10-11 Months	2/12	16.66%
11-12 Months	1/12	8.33%

National Australia Bank

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Referrer deals 0.6% of settled loan amount</p> <p>Upfront for Lines of Credit/Flexi Plus Mortgages are paid at 60% of the loan amount</p> <p>Commission may be payable on Refinances/increases (negotiation to be done at time of initial application)</p>	<p>Referrer deals 0.66% of settled loan amount</p> <p>Upfront for Lines of Credit/Flexi Plus Mortgages are paid at 60% of the loan amount</p> <p>Commission may be payable on Refinances/increases (negotiation to be done at time of initial application)</p>	NIL	NIL

Newcastle Permanent Building Society Ltd

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.675% of the Settled Loan Amount or of the New Money, where the total settlements during the month are less than \$12,000,000.00	0.7425% of the Settled Loan Amount or of the New Money, where the total settlements during the month are less than \$12,000,000.00	0.275% per annum on the Average Daily Loan Balance where the Average Daily Loan Balance is less than \$100,000,000.00	0.3025% per annum on the Average Daily Loan Balance where the Average Daily Loan Balance is less than \$100,000,000.00
0.70% of the Settled Loan Amount or of the New Money, where the total settlements during the month equal or exceed \$12,000,000.00	0.77% of the Settled Loan Amount or of the New Money, where the total settlements during the month equal or exceed \$12,000,000.00	0.30% per annum on the Average Daily Loan Balance where the Average Daily Loan Balance equals or exceed \$100,000,000.00	0.33% per annum on the Average Daily Loan Balance where the Average Daily Loan Balance equals or exceed \$100,000,000.00

Origination Commissions shall not be payable on loans which terminate within 90 days of original settlement, and the Lender will be entitled to recover Origination Commissions paid in respect of such loans by deduction from subsequent monthly commission payments.

OFM (Over Fifties Mutual)

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
The upfront commission to be paid in respect of each Loan settled during the month shall be 0.70%*	The upfront commission to be paid in respect of each Loan settled during the month shall be 0.77%	The Trail Commission percentage rate to be applied to the aggregate balance of Loans as at the date of calculation is 0.30% per annum	The Trail Commission percentage rate to be applied to the aggregate balance of Loans as at the date of calculation is 0.33% per annum

The upfront and trail commission payable in respect of Loans will be determined by reference to the aggregate sums advanced on Loans settled in any one month period. Upfront Commission shall be calculated on a per Loan basis on the first Banking day of the calendar month following the month in which the Agreement is executed and shall be payable within 30 days of calculation.

* Upfront Commission is to be paid in respect of each Loan settled during the month provided that there is a minimum Upfront Commission of \$200 per loan settled during the month.

If a Loan is repaid in full within 12 months of settlement unless the repayment is made as a result of the death of a Borrower the Introducer shall be required to repay all Upfront Commission Fee paid in respect of the Loan

Pepper

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
1.9% Core Non-Conforming Products of the loan amount for loans lodge from 1 February 2005 1.0% Equity Direct Loans 1.0% NearPrime	2.09% Core Non-Conforming Products of the loan amount for loans lodge from 1 February 2005 1.1% Equity Direct Loans 1.1% NearPrime	0.30% NearPrime	0.33% NearPrime

RAMS Home Loans

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>0.525% of settled loan amount on Basic LOC (being 75% of 0.525%)</p> <p>0.80% on settled loan amount for Easy Start loans.</p> <p>0.70% of settled loan amount for all other products (except excluded loans)</p> <p>Commission is not paid on increases less than \$50,000</p> <p>Upfront on Lines of Credit and Low doc Lines of credit are paid at 75% of total loan balance</p>	<p>0.5775% of settled loan amount on Basic LOC (being 75% of 0.5775%)</p> <p>0.88% on settled loan amount for Easy Start loans.</p> <p>0.77% of settled loan amount</p> <p>Commission is not paid on increases less than \$50,000</p> <p>Upfront on Lines of Credit and Low doc Lines of credit are paid at 75% of total loan balance</p>	<p>0.25% on loan balance for the life of the loan (monthly 01/01/02)</p>	<p>0.275% on loan balance for the life of the loan (monthly 01/01/02)</p>

Excluded Loans

RAMS does not pay the Initial Fee on any Excluded Loan

Increases

Where the Increase Amount is less than \$50,000, no Upfront Commission will be paid. Where the Broker is not the referrer of the Increase Amount, no Upfront Commission will be payable. Where an Upfront Commission is payable on an Increase Amount, the calculation will be in accordance with item 2.2 of the Lender Agreement as if references to Approved Amount were references to Increase Amount.

Bridging Loans & Construction Loans

RAMS will not pay an Initial Fee on any bridging or construction Loan.

Credit Increases

No initial Fee is payable in respect of Credit Increases.

Internal refinances

RAMS does not pay an Initial Fee on the refinance of any loan by the Introducer where the Introducer originated the original loan being refinanced.

Continued Below.....

RAMS Home Loans Continued...

Payment

The Initial Upfront Commission for a Loan (if any) will be payable on the Commission Day.

Early Discharge – Clawback of Upfront Commission

Where a Loan is discharged within twelve months of the Settlement Day, the Broker must repay to RAMS any Upfront Commission paid in relation to that Loan on the Monthly Payment Day in the next month following the date on which the Loan is discharged. The Broker authorizes RAMS to deduct any such repayment from any amount payable to the Broker in connection with this agreement. If the Commission in a given month is not sufficient to meet the cost of repaying the Upfront Commission, the Broker authorizes RAMS to continue to deduct amounts from the Commission in subsequent months, until the amount of the relevant Upfront Commission is repaid in full.

Loans in Arrears – Forfeit of Trail Commission

Where as at the last day of the Calculation Period a Loan is in Overlimit Arrears for more than 60 successive days, the Originator will forfeit the Trail Commission for the relevant Calculation Period, and for each subsequent Calculation Period, until RAMS has received payment of all arrears in relation to that Loan. RAMS will resume payment of Trail Commissions for that Loan on the Monthly Payment Day following the Calculation Period in which all arrears have been cleared, however, RAMS will not back pay Trail Commissions for those months that the Loan was in arrears

Upfront Utilisation Clawback (Please refer to the Lender Agreement for more information on this)

For each Loan where the Average Utilisation is less than the Utilisation Threshold, (90% on standard products, 65% on line of credits – threshold period is 6 months from settlement date) an Upfront Utilisation Clawback will be applied. The Upfront Utilisation Clawback for any Loan (if any) will be payable to RAMS on the Monthly Payment Day in the month following the Utilisation Calculation Period. The Broker authorizes RAMS to deduct any such repayment from any amount payable to the Broker in connection with this agreement. If the Commission in a given month is not sufficient to meet the cost of repaying the Upfront Utilisation Clawback, the broker authorizes RAMS to continue to deduct amounts from the Commission in subsequent months, until the amount of the relevant Upfront Utilisation Clawback is repaid in full.

Upfront Utilisation Top-up

An upfront Utilisation Top-up is only available where the Loan is a Type 2 Product (LOC) and where the Average Utilisation is greater than the Assumed Utilisation. Please refer to Lender Agreement for Calculation. The Upfront Utilisation Top-up for a loan (if any) will be payable on the Monthly Payment Day in the month following the Utilisation Calculation Period.

Split Loans

In the Case of split loans, where one or more of the split loans (together or independently) discharges, then the early discharge provisions in Schedule 1 of the Agreement, will apply only to those of the split loans that are discharged.

The Rock

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.60% of the loan amount	0.66% of the loan amount	0.25% per annum for the life of the loan	0.275% per annum for the life of the loan

Please note – The Rocks Line of Credit Products receive the full loan amount – not the drawn down amount.

Effective from 1 July 2003, all loans settled with The Rock will now be subject to a Clawback Provision, as follows:

“The Rock will clawback 100% of the Upfront Commission paid to Third Party Originators on any loan, if that loan is repaid within the 9 months from the date of settlement”.

St George/ Bank SA

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>0.70% of settled loan amount</p> <p>**Asset Access commission will be based on the Aggregator Value for PLAN Australia. All payments will be made separately to home loan commission.</p> <p>Portfolio Loan increase are paid at 80% of the loan limit</p> <p>Commission will be paid by the St George margin lending Dept. at the following rates:</p> <ul style="list-style-type: none"> - \$0-\$2 million is 25bp - \$2-\$10million is 31.82bp - Over \$10 million is 50.0bp 	<p>0.77% of settled loan amount</p> <p>**Asset Access commission will be based on the Aggregator Value for PLAN Australia. All payments will be made separately to home loan commission.</p> <p>Portfolio Loan increase are paid at 80% of the loan limit</p> <p>Commission will be paid by the St George margin lending Dept. at the following rates:</p> <ul style="list-style-type: none"> - \$0-\$2 million is 27.5bp - \$2-\$10million is 35.0bp - Over \$10 million is 55.0bp 	<p>0.30% on loan balance for the life of the loan</p> <p>Trail commission is paid on the current balance at the day of the month.</p> <p>Trail commission will be paid on the Net amount of Loans which have Offset Account Balances</p>	<p>0.33% on loan balance for the life of the loan</p> <p>Trail commission is paid on the current balance at the day of the month.</p> <p>Trail commission will be paid on the Net amount of Loans which have Offset Account Balances</p>

The following conditions apply to payment of the up-front commission:

- (a) The originator must refund 0.50% of the original loan amount plus any GST adjustment which he/she is entitled to receive in relation to that refund, if the loan is discharged within twelve (12) months of settlement of the loan or in the case of a construction loan, within twelve (12) months of the loan being fully drawn;
 - Standard Loans – clawbacks will be applied if the average daily utilization of the loan is below 90% of the approved amount at the end of the first 12 months, clawback is calculated on the difference between the average utilization (including offset impacts) and 90% of the original loan amount. Trailer commission will be calculated on the net loan balance.
 - Portfolio Loans – clawbacks will be applied to loans where utilization is less than 60% of the limit in the 12 months following settlement.
- (b) For relocation loans the commission will be based on the end loan balance only:
- (c) St George Bank reserves the right not to pay up-front commission on some margin-based products. The following conditions apply to the payment of a trailer commission: St George Bank permanently stop paying trailer commission for a loan:
- (d) If that loan is in arrears for a consecutive period of two (2) months; or
- (e) Three (3) years after the loan is drawn down, in the event the originator fails to meet the volume requirements (see Schedule A) and the originator's loan book balance is less than \$50 million; or
- (f) Five (5) years after the loan is drawn down, in the event the originator fails to meet
- (g) The volume requirements and originator's loan book balance is greater than \$50 million, which ever happens first.

Suncorp Metway

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>0.65% of settled loan amount (should the total Groups settlements exceed \$15M)</p> <p>Upfront on 75% of the limit for an asset/line of credit, regardless of how much the customer has drawn down</p>	<p>0.715% of settled loan amount (should the total Groups settlements exceed \$15M)</p> <p>Upfront on 75% of the limit for an asset/line of credit, regardless of how much the customer has drawn down</p>	<p>0.29% on loan balance for the life of the loan</p>	<p>0.319% on loan balance for the life of the loan</p>

Suncorp Metway have removed the clawback policy as of the 27th of July 2005 – they retain the right to review this arrangement on a quarterly basis and to reinstate clawback where required. The Clawback schedule can be found in the Lender Agreement for Suncorp.

Vision Equity

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
Level 1 Accreditation & Full Accreditation Upfront Commission: Vision Equity Living Equity Release Plan Lump Sum Only: <i>Upfront 1%</i> Vision Equity Living Income Plan: <i>Upfront 1% or \$1,590,91 whichever is the lesser</i> Vision Equity Living Combination Lump Sum & Income Plan: <i>Upfront 1% or \$1,590,91 whichever is the lesser</i>	Level 1 Accreditation & Full Accreditation Upfront Commission: Vision Equity Living Equity Release Plan Lump Sum Only: <i>Upfront 1.1%</i> Vision Equity Living Income Plan: <i>Upfront 1.1% or \$1,750, whichever is the lesser</i> Vision Equity Living Combination Lump Sum & Income Plan: <i>Upfront 1.1% or \$1,750, whichever is the lesser</i>	Full Accreditation trail: (Calculated on the capitilised loan amount) Trail commission: 0.15%* Trail commission: 0.15%* Trail commission: 0.15%* Please note: Level 1 Accreditation does not receive trail commission	Full Accreditation trail: (Calculated on the capitilised loan amount) Trail commission: 0.165% Trail commission: 0.165% Trail commission: 0.165% Please note: Level 1 Accreditation does not receive trail commission

Commission will be calculated at the rate shown in the Table in the case of: (a) a Lump Sum Loan, on the amount of the Lump Sum Loan; (b) an Income Plan Loan, on the aggregate of the amounts which will be advanced to the Borrower from time to time but subject to any limitation set out in the Table; (c) a Combined Loan, on the amount of the Lump Sum Loan component plus the aggregate of the amounts which will from time to time be advanced to the Borrower in terms of the Income Plan Loan component, but subject to any limitation set out in the Table.

Westpac

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
0.60% of settled loan amount	0.66% of settled loan amount	0.25% on loan balance for the life of the loan for all products except First Option Loans 0.20% on loan balance for First Option Loans	0.275% on loan balance for the life of the loan for all products except First Option Loans 0.22% on loan balance for First Option Loans

- If the broker maintains the volume target per month of Approved Applications of at least \$10 Million (subject to conditions in the Broker Agreement – Schedule A) Westpac offers to increase the upfront percentage amount of the Upfront Commission from 0.60% to 0.70% (Note: Where Westpac refer to Broker Volume in the Agreement it is referring to the broking group as a whole)
- No upfront commission is payable where the Application amount is less than \$50,000
- Effective 10th June 2006 for all loans originated under the 85% LVR without LMI policy the upfront commission payment only will be reduced by 20%. Please refer to the Westpac bulletin dated 10 April 2006 in Panel Lender Notices for more information.

The up-front commission is due and payable with respect to a successful Application on the 15th day of the month following the month in which the Application is successful (as determined under Schedule B, clause 1.2 see *Westpac Broker Agreement*)

If having paid the Broker an up-front commission, a loan which draws down after 1 July 2000 is discharged (other than by a switch to another Westpac product) within:

3 months of drawdown	the Broker must repay 100% of the upfront commission for that loan
4 months of drawdown	the Broker must repay 90% of the upfront commission for that loan
5 months of drawdown	the Broker must repay 80% of the upfront commission for that loan
6 months of drawdown	the Broker must repay 70% of the upfront commission for that loan
7 months of drawdown	the Broker must repay 60% of the upfront commission for that loan
8 months of drawdown	the Broker must repay 50% of the upfront commission for that loan
9 months of drawdown	the Broker must repay 40% of the upfront commission for that loan
10 months of drawdown	the Broker must repay 30% of the upfront commission for that loan
11 months of drawdown	the Broker must repay 20% of the upfront commission for that loan
12 months of drawdown	the Broker must repay 10% of the upfront commission for that loan

#Westpac may deduct the relevant amount from any subsequent payment otherwise due to the Broker

Deposit Bonds

Royal Sun Alliance/Deposit Power

Up Front Commissions excluding GST	Up Front Commissions including GST
15% of the fee received	16.5% of the fee received

Genworth Financial/Deposit Saver

Up Front Commissions excluding GST	Up Front Commissions including GST
18.2% of the fee received	20% of the fee received

Clawback policy applies, please contact Deposit Saver for criteria.

Personal Loans

Finance Now

Up Front Commissions excluding GST	Up Front Commissions including GST
1.1% of Application Loan amount	1.21% of Application Loan amount
Finance Now do not pay commission on the Lenders Establishment/Application Fees.	Finance Now do not pay commission on the Lenders Establishment/Application Fees.
(Please note Enquiry Fee of \$11.45 plus GST has been reduced to \$6.10 plus GST as of June 8 2004. This is refunded if loan goes ahead)	(Please note Enquiry Fee of \$12.60 inc GST has been reduced to \$6.71 inc GST as of June 8 2004. This is refunded if loan goes ahead)

All Claw backs from Lenders are charged to the registered user's terminal account and the terminal user's account where applicable

Lender	Commission Clawback Provision
CBA	180 days clawback
NAB	90 Day clawback, except where the broker instigates an early pay out of the loan (a 12 month clawback period applies)
HSBC	90 Day clawback, plus the applicant is charged \$100 for early payout of the loan term.
CBFC	24 Month pro-rata clawback
Allsurity	180 day clawback. In addition, the applicant is required to pay a minimum of 24 months interest if the loan is paid out within the first 2 years of the loan agreement.
IA	No Clawback provision, but customer must pay 2 months repayments if loan is paid out in 1 st half of the term

Insurance

Australian Life Insurance

Up Front Commissions excluding GST	Up Front Commissions including GST	Trail Commissions, Calculated Per Annum excluding GST	Trail Commissions, Calculated Per Annum including GST
<p>Initial commission: 30% of the Annualised new business premium on policies introduced.</p>	<p>Initial commission: 33% of the Annualised new business premium on policies introduced.</p>	<p>Trail Commission: 11% of premiums received on policies introduced. Trail Commission starts in the 4th month of premium</p> <p>Volume based trail commission: A predetermined percentage of premiums received on policies introduced</p> <p>The Percentage rates will be:</p> <ul style="list-style-type: none"> - 0% at the Commencement Date until the following 30 June - 0% where total in-force annualised premium is less than \$1 Million - 1% increasing on Linear basis to maximum of 5% as total in-force annualised premium increases from \$1 to \$10 million. - 5% where total in-force annualised premium is \$10 million or greater. 	<p>Trail Commission: 12.1% of premiums received on policies introduced. Trail Commission starts in the 4th month of premium</p> <p>Volume based trail commission: A predetermined percentage of premiums received on policies introduced</p> <p>The Percentage rates will be:</p> <ul style="list-style-type: none"> - 0% at the Commencement Date until the following 30 June - 0% where total in-force annualised premium is less than \$1 Million - 1.1% increasing on Linear basis to maximum of 5.5% as total in-force annualised premium increases from \$1 to \$10 million. <p>5.5% where total in-force annualised premium is \$10 million or greater</p>

Australian Life Insurance Distribution (ALID)

When a policy is cancelled (for any reason) within 15 months of its commencement date a proportion of the initial commission paid by ALID to PLAN in respect of that policy will be repayable by PLAN to ALID. The amount to be repaid is calculated in accordance with the following clawback provisions.

Clawback Calculation	
Months 1 to 9	100% of Initial Commission
Months 10 to 12	75% of Initial Commission
Months 13 to 15	50% of Initial Commission
Months 16 onwards	Nil