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# Loan Product Guide

## OWN TOMORROW

Effective date: May 2024  
For accredited broker use only





# Fast, Simple, Loans.™



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Fast, Simple, Loans. So your clients can get back to what they do best.  
With loans up to \$10 million, 24 hour approvals and settlements as fast as  
5 days, we can help you and your clients to Own Tomorrow.

Call 1300 766 075  
[info@primecapital.com](mailto:info@primecapital.com)  
[primecapital.com/submit](https://primecapital.com/submit)





## FAST

Approvals within 24 hours and settlement as fast as 5 days.



## SIMPLE

With no application forms we can provide simple, tailored solutions for your clients.



## LOANS

Our flexible commercial products help SMEs of all shapes and sizes access the finance they need.

# 25<sup>th</sup> ANNIVERSARY

We've partnered with brokers to help thousands of SME's over the last 25 years. There isn't a scenario or problem we haven't solved.






DISCLAIMER: This product guide is accurate as at the effective date of this document. Prime Capital reserves the right to alter the policies at any time without notice. We will notify borrowers of changes in accordance with their loan agreement and the National Consumer Credit Protection Act (where applicable).

CONFIDENTIAL: This Product Guide is a reference guide for mortgage professionals accredited to distribute Prime Capital products and is not intended as an advertisement to the public. It is made available on a strictly confidential basis and must not be reproduced in whole or part, or distributed to any person or organisation without Prime Capital's prior written consent. It must not be made available to the public under any circumstances. Whilst every effort has been made to ensure this Product Guide is accurate, it should not be relied upon for any purpose or used as a substitute for independent professional advice.

WARNING: You must comply with all legal requirements. Non-compliance with the law may attract civil and/or criminal penalties.

# Product Comparison

Basics products	Suitable for	Loan Size	Term	Repayment	LVR	Rates
 Business Basics1+	Short-term loan for SMEs	Min \$250k Max \$3M	1 year <small>(with the option to extend)</small>	Interest only	Houses 70% Units 65% Commercial 65%	From 9.24% pa
 Business Basics	Fast, Simple, Loans™	Min \$250k Max \$3M	Up to 3 years	Interest only	Houses 70% Units 65% Commercial 65%	From 9.24% pa
 Business Basics30	Long-term business growth	Min \$250k Max \$3M	Up to 30 years	3 years interest only, P&I thereafter	Houses 70% Units 65%	From 7.99% pa

Specialist products	Suitable for	Loan Size	Term	Repayment	LVR	Rates
 Business Investor	SMSF, investors & non-residents	Min \$250k Max \$5M	Up to 3 years	Interest only	Houses 70% Units 65%	From 9.44% pa
 Business Booster	SME's & property developers	Min \$250k Max \$10M	Up to 3 years	Interest only	Houses 70% Units 65% Commercial 65% Land 55%	From 10.24% pa

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# Prime Capital - Business Basics1+

Our 1-year, short-term solution to get SMEs back on their feet. Flexible loan terms with the option to extend for an additional 12 months.

## Interest Rates\* – House / Townhouse

LVR up to 49%	9.24% pa
LVR 50% up to 59%	9.44% pa
LVR 60% up to 70%	9.84% pa

## Interest Rates\* – Unit

LVR up to 49%	9.24% pa
LVR 50% up to 59%	9.44% pa
LVR 60% up to 65%	9.84% pa

	Min	Max
Loan Size	\$250k	\$3M <sup>^</sup>
Loan Term	n/a	1 year (with option to extend <sup>+</sup> )

## Interest Rates\* – Commercial

LVR up to 49%	10.24% pa
LVR 50% up to 65%	11.24% pa

## Fees & Charges

Establishment Fee	1.48%
Commercial Line Fee	0.1%
Valuation Costs	At cost incurred
Legal Costs	At cost incurred
Discharge Fee	\$450

### Key Features:

- Self-declared income
- Interest only repayments
- No locked-in contract
- Fully flexible, repay loan with 30 days' notice

### Key Restrictions:

- Risk fee may be required (subject to application)
- Notice period on early repayment: 30 days
- <sup>^</sup>Loans from \$3M - \$5M are available in selected areas
- <sup>+</sup>Extension subject to good repayment history

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# Prime Capital - Business Basics

As an alternative to slow bureaucratic bank funding, it's our business to provide fast, flexible solutions so you can get back to business. Lending made simple, so you can **Own Tomorrow.**

## Interest Rates\* – House / Townhouse

LVR up to 49%	9.24% pa
LVR 50% up to 59%	9.44% pa
LVR 60% up to 70%	9.84% pa

## Interest Rates\* – Unit

LVR up to 49%	9.24% pa
LVR 50% up to 59%	9.44% pa
LVR 60% up to 65%	9.84% pa

	Min	Max
Loan Size	\$250k	\$3M
Loan Term	n/a	3 years

## Interest Rates\* – Commercial

LVR up to 49%	10.24% pa
LVR 50% up to 65%	11.24% pa

## Fees & Charges

Establishment Fee	1.98%
Commercial Line Fee	0.1%
Valuation Costs	At cost incurred
Legal Costs	At cost incurred
Discharge Fee	\$450

\* Interest only repayment terms. Interest rates are available from this rate, which may increase subject to credit assessment of an application.

### Key Features:

- Self-declared income
- Interest only repayments
- No locked-in contract
- Fully flexible, repay loan with 30 days' notice

### Key Restrictions:

- Risk fee may be required (subject to application)
- Notice period on early repayment: 30 days
- ^Loans from \$3M - \$5M are available in selected area

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# Prime Capital - Business Basics30

A flexible loan solution for business that qualify or Business Basics but can supply accountant certified income. Loan terms up to 30 years, from \$250k to \$3M.

## Interest Rates – House / Townhouse

LVR up to 39%	7.99% pa
LVR 40% up to 59%	8.24% pa
LVR 60% up to 70%	8.84% pa

## Interest Rates – Unit

LVR up to 39%	7.99% pa
LVR 40% up to 59%	8.24% pa
LVR 50% up to 65%	8.84% pa

	Min	Max
Loan Size	\$250k	\$3M
Loan Term	n/a	30 years

## Fees & Charges

Establishment Fee	1.98%
Commercial Line Fee	0.1%
Valuation Costs	At cost incurred
Legal Costs	At cost incurred
Discharge Fee	\$450

## Key Features:

- Interest only repayments first 3 years, then P&I
- Accountant certified income
- Servicing assessed
- No locked-in contract
- Fully flexible, repay loan with 30 days' notice

## Key Restrictions:

- Capital cities only
- Risk fee may be required (subject to application)
- Notice period on early repayment: 30 days

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# Prime Capital - Business Investor

Overcome the red tape imposed on SMSF, investors and non-residents. A simple solution to get investments settled.

## Interest Rates\* – House / Townhouse

LVR up to 49%	9.44% pa
LVR 50% up to 59%	9.69% pa
LVR 60% up to 70%	10.04% pa

## Interest Rates\* – Unit

LVR up to 49%	9.44% pa
LVR 50% up to 59%	9.69% pa
LVR 60% up to 65%	10.04% pa

	Min	Max
Loan Size	\$250k	\$5M
Loan Term	n/a	3 years

## Interest Rates\* – Commercial

LVR up to 44%	10.24% pa
LVR 45% up to 65%	11.24% pa

## Fees & Charges

Establishment Fee	1.98%
Commercial Line Fee	0.1%
Valuation Costs	At cost incurred
Legal Costs	At cost incurred
Discharge Fee	\$450

\* Interest only repayment terms. Interest rates are available from this rate, which may increase subject to credit assessment of an application.

### Key Features:

- Self-declared income
- Interest only repayments
- No locked-in contract
- Fully flexible, repay loan with 30 days' notice

### Key Restrictions:

- Minimum floor plan size for units (internal):
  - 1 bedroom: 50m<sup>2</sup>
  - 2 bedroom: 70m<sup>2</sup>
- Risk fee may be required (subject to application)
- Notice period on early repayment: 30 days

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# Prime Capital - Business Booster

We know historical tax returns don't represent your client's future potential. Low-doc and self-certified income solutions for growing SME's and active property developers.

## Interest Rates\* – House / Townhouse

LVR up to 49%	10.24% pa
LVR 50% up to 59%	10.49% pa
LVR 60% up to 70%	10.74% pa

## Interest Rates\* – Land

LVR up to 44%	11.24% pa
LVR 45% up to 55%	12.24% pa

	Min	Max
Loan Size	\$250k	\$10M
Loan Term	n/a	3 years

## Fees & Charges

	Non-land	Land
Establishment Fee	2.20%	2.50%
Commercial Line Fee	0.2%	
Valuation Costs	At cost incurred	
Legal Costs	At cost incurred	
Discharge Fee	\$450	

## Interest Rates\* – Unit

LVR up to 49%	10.24% pa
LVR 50% up to 59%	10.49% pa
LVR 60% up to 65%	10.74% pa

## Interest Rates\* – Commercial

LVR up to 49%	11.24% pa
LVR 50% up to 65%	12.24% pa

\* Interest only repayment terms. Interest rates are available from this rate, which may increase subject to credit assessment of an application.

### Key Features:

- Suitable for SME's and property developers
- Self-declared income
- Interest only repayments
- No locked-in contract
- Fully flexible, repay loan with 30 days' notice

### Key Restrictions:

- Risk fee may be required (subject to application)
- Notice period on early repayment: 30 days
- Maximum 12 month loan term for land

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# Additional Lending Policies

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All mortgage applications must clearly demonstrate a commercial financial benefit to the applicant(s), and all Guarantors are required to obtain both independent legal and financial advice.

**Responsible lending:** Prime Capital is committed to responsible lending. We recognise the importance of working with our valued distribution partners to ensure we all play our part in conducting business in an ethical and responsible manner.

**Prime Capital will only lend to:** companies registered with the Australian Securities and Investments Commission.

**Prime Capital will not lend on:**

- Leasehold properties (ACT accepted)
- Contaminated sites
- Heritage listed properties (exceptions apply)
- Applications where the National Consumer Credit Protection Act applies

**Maximum exposure limits:**

- The maximum exposure per applicant for Business Basics products is \$3 million
- The maximum exposure per applicant for Business Investor products is \$5 million
- The maximum exposure per applicant for Business Boosters is \$10 million

**Units:**

- Maximum exposure per building is 10 units
- Minimum unit sizes are: 50 m<sup>2</sup> for 1 bedroom units and 70m<sup>2</sup> for 2 bedroom units (internal)
- Business Basics and Business Booster products are not available in unit buildings where non-resident investor activity is present

**Land:** Maximum initial loan term for land is 12 months.

**Early repayments:** early repayment can be made with 30 days' notice, subject to minimum loan terms as outlined in this Product Guide.

**Monthly repayments:** all monthly repayments are due on the 1st of each month in advance, excluding Business Basics30, which is due on the monthly anniversary of settlement. Direct debit forms will be provided in relevant loan documentation, or payments can otherwise be made to account details that will be provided at settlement.

**Valuations:** all credit approvals are issued subject to an independent valuation report that must be engaged by us from our panel of acceptable valuers. Existing client instructed valuations cannot be utilised.

**Refinances:** we will refinance bank, non-bank, private, non-conforming and solicitor loans.

**Unlimited cash out:** subject to credit approval we will provide unlimited cash out for stated purposes, including consolidation of business debts, ATO debts and working capital.

**Application fee:** An application fee of 0.3% or \$2,950 (whichever is greater) is charged to cover the costs associated with producing loan documents.

**Basics1+ rollover:** after the initial 12-month loan term, this product offers the option of a 12-month extension, subject to good payment history and credit approval. Rollover fee of 1.1% will apply to extensions.

# Risk Fee Schedule & FAQ

The following outlines risk fees for Business Basics, Business Booster, Business Investor and Business Basics30 products, and are subject to final underwriting approval. Risk fees are not applicable for residential or commercial with LVR < 55%. Where a risk fee is applicable, the greater of % below or minimum fee \$2,990 will apply.

	Residential	Commercial	Land
<b>LVR &lt; 55%</b>			
Resident	n/a	n/a	0.50%
Non-Resident	n/a	n/a	0.55%
<b>LVR 55% up to 64%</b>			
Resident	0.45%	0.50%	0.55%
Non-Resident	0.50%	0.55%	0.60%
<b>LVR 65% up to 75%</b>			
Resident	0.50%	n/a	n/a
Non-Resident	0.55%	n/a	n/a

## Is specialist lending only for the credit impaired?

No, in fact less than 10% of our valued customers have some kind of credit blemish. The most common reason a customer is looking for a Prime Capital solution is due to irregular income from being self-employed or a business reinvesting cash flow as they grow.

## What is the key difference with Prime Capital's approach to assessing applications?

Prime Capital undertakes a personalised approach to assessing loans by manually assessing every application. We examine an applicant's individual circumstances because no two customers are the same!

## How do I get accredited with Prime Capital?

You can simply go to [primecapital.com/broker](http://primecapital.com/broker) to get started on your accreditation process. With a dedicated broker portal for you, start your journey with Prime Capital for your gateway to fast, simple loans.

## What is unlimited debt consolidation?

Prime Capital will consider consolidating an unlimited number of business debts (including ATO debts). There is no limit to value of debts up to the customers approved lending limit.

## What is unlimited credit impairment?

We will consider unlimited impairment provided the client has demonstrated they have overcome the credit event that led the impairment to occur.

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### For new applications

Want full approval in 24 hours?

Email your BDM

Email [scenarios@primecapital.com](mailto:scenarios@primecapital.com)

[Submit a deal online](#)



### For broker support

Call: 1300 766 076 or your BDM

Email: [info@primecapital.com](mailto:info@primecapital.com)



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GPO Box 4050, Sydney NSW 2001

