

## Customer profiles

At Latitude, personal loan customers are given a risk rating after the assessment of their application. The table below gives an indication of what rating a customer may get, prior to formal assessment of their application. At the time of loan settlement, changes in application information may result in a different risk rating.

	AA	A	B	C	D	E
<b>Typical employment</b>	>3 years full time and/or self employed			Less stable full time/part time/ self employed		Less stable full time/ generally part time
<b>Typical residential status</b>	Home buyer/home owner with >3 years stable residency		Home buyer/ home owner	Home buyer or renting		Renters or boarders
<b>Typical credit history</b>	Well established and excellent credit history		Established and good history. No defaults/bankruptcy		Will generally have a shorter and less impressive history	Usually low income and little to no credit history
<b>Latitude history</b>	Current or previous good history with other Latitude products may strengthen an application					
	<b>Has your client/customer ever had any of these cards?</b>					
	      					
<b>Security</b>	Secured and unsecured pricing. Can accept motor vehicle, motor cycle, caravans, registered mobile home and camper trailers if registered in customer's name. Note: Security does not need to be valued at full loan amount.					
<b>Loan amount</b>	Minimum \$4,000					

This is a reference guide only and is subject to our assessment criteria. Application outcomes may vary.  
Credit provided by Latitude Personal Finance Pty Ltd ABN 54 008 443 810. Australian Credit Licence Number 392163.



# Personal Loan products

Latitude Personal Loans can make big plans for life happen sooner, with a tailored loan to suit a range of budgets and lifestyles.

<b>Loan amount</b>	Starting from \$4,000 <sup>1</sup>
<b>Loan terms</b>	2–7 years <sup>2</sup>
<b>Security types</b>	Motor vehicles, motor cycles, caravans, registered mobile homes and camper trailers if registered in customer’s name Note: Security does not need to be valued at full loan amount
<b>Eligibility</b>	The following needs to be met: <ul style="list-style-type: none"> <li>• Over 18 years of age</li> <li>• Permanent Australian Resident</li> <li>• Currently employed and earning an income</li> <li>• Good credit history for last 5 years</li> </ul>
<b>Loan purposes</b>	Loans for a variety of purposes including: <ul style="list-style-type: none"> <li>• Debt consolidation and refinancing</li> <li>• Home Improvements and household furnishings</li> <li>• Vehicles and recreational products</li> <li>• Holidays, weddings and other life events</li> </ul> Note: If the customer has a vehicle encumbered to another provider we could consolidate the loan and use the security with Latitude.
<b>Exclusions</b>	Home loan deposits and bridging finance Business loans Construction loans
<b>APR</b>	Our personal loan pricing is based on a rate for risk model Secured rates start from 12.99%p.a. (comparison 14.20% <sup>3</sup> p.a.) Unsecured rates starting from 13.99%p.a. (comparison 15.19% <sup>3</sup> p.a.) Note: Adding security will improve the outcome of your customer’s application.
<b>Timeframes</b>	One business day for application response Settlement times may vary depending on circumstances <sup>4</sup>
<b>Brokerage fee</b>	15% of NAF, up to \$990 Paid at loan settlement by cheque

1. Subject to approval and lending criteria. 2. Subject to loan amount and risk assessment. 3. Interest rates range from 12.99% to 28.99% p.a. for secured loans and from 13.99% to 29.99% p.a. for unsecured loans and will depend on our assessment criteria. Settlement times may vary depending on circumstance. ^The comparison rates range from 14.20% to 30.13% p.a. (secured) and 15.19% to 31.13% p.a. (unsecured). Loans are based on a loan of \$30,000 over 5 years. WARNING: These comparison rates are true only for the example given and may not include all fees and charges. 4. Dependent on loan application and where funds are being disbursed. Credit provided by Latitude Personal Finance Pty Ltd ABN 54 008 443 810. Australian Credit Licence Number 392163.

## Application process

Applying is easy and Latitude will advise the outcome of the application within one business day.

### Step 1

Broker completes an online application form and receives initial application outcome.



### Step 2

Latitude receives application and processes within one business day.  
Broker notified of outcome via phone or email.



### Step 3

Customer completes online contract acceptance.<sup>1</sup>  
Brokerage paid same day via cheque.  
1. Flexible options provided.



## Quick tips for a smooth application process

- **Add supporting comments** to the application. Include anything that might impact our ability to assess their loan.  
Example: ‘customer’s tenure at previous employer was short due to company closure’, or ‘borrower one has a large deposit saved to buy a house’.
- **Provide proof of income upfront.** This allows our team to be sure of borrower capacity prior to settlement.
- **Help us understand split expenses** as this can easily be misunderstood.  
In the instance of a single applicant who shares living expenses with a spouse, please clearly split that applicant’s share of the living expenses.  
When it comes to splitting existing credit repayments, only mortgages should be split.
- **Be sure to enter credit card limits** on the application, not the card balance.

## Customer FAQs

### Who is Latitude Financial Services and why consider their loans?

Latitude has been providing consumer finance solutions in Australia and New Zealand for over 20 years, and has more than 2.5 million customers. Our competitive pricing structure and customised loan solutions mean we say ‘yes’ to customers more often. Our fast decision and settlement times please the end customers, while transparent commission structures and controllable brokerage fees satisfy our network of brokers.

### When will funds be available?

Once your loan is approved and signed, your funds are usually available the next day or no more than two working days (depending on your circumstances).

### Is the interest rate fixed or variable?

Latitude Personal Loans feature fixed interest rates, so repayment amounts stay the same throughout the life of the loan. Having this certainty makes budgeting simpler and more manageable.

## Got questions?

Our local broker support team is available to assist.

**Broker Support**            1800 035 902  
**Email**                        broker.support@latitudefinancial.com