

Lending schedule of fees

1 September 2011

Establishment fees

Personal finance

An establishment fee applies to all credit facilities and includes the cost of processing the application and the preparation of CUA loan documentation.

Mortgage loans

(includes line of credit and secured overdrafts)

New mortgage loan

Top up mortgage loan	\$600
Split loan fee	\$450
	\$300 (per loan)

Personal loans

Personal loans secured	\$120
Personal loans unsecured	\$120
Unsecured overdrafts	\$120
Top up - personal loans secured	\$120
Top up - personal loans unsecured	\$120
Top up - unsecured overdrafts	\$120

Commercial finance

As a guide, an establishment fee of 0.25% of the total loan amount will apply, subject to a minimum fee of: **\$1000**

In some instances, where loan applications are complex, an application fee may be required before a loan is considered. In these instances, we will advise the borrower of the applicable fee prior to commencement of the application.

If valuation fees are applicable they will be charged in addition to any establishment fee and advised at the time of application.

Applications for commercial bridging loans are subject to the following fees:

Application fee Payable at time of making the application and non-refundable	\$350
Establishment fee Payable at time of settlement of the bridging loan	\$400

Securities administration fee (SAF)

A securities administration fee applies to all secured credit facilities.

The securities administration fee represents the average cost based on typical charges incurred in settling loans, including:

- Progressive drawdowns
- Bank cheque fee
- Agent settlement fee
- Land title search
- Credit reference fee
- Copy fee
- REVS searches
- REVS charges

Mortgage loans/Mortgage Freedom facilities/overdraft

If security offered is already held by CUA	\$95
If any security offered is new to CUA	\$195

Personal loans

If security offered is already held by CUA	\$70
If any security offered is new to CUA	\$90

Copy fee

A copy fee is payable when you request a copy of any document or correspondence. **\$22**

Deferred establishment fee

Applicable only to loans funded before 1 July 2011

A deferred establishment fee is payable on the day the loan is paid out when the loan is paid out within three years of settlement.

Discharge fee

If you pay out the loan partially or in full where a discharge of security is required, or you request a discharge of a security, a discharge fee is payable (per release or transaction).	\$200
--	--------------

Production fee

If you request a title held by CUA to be produced to a relevant state's land titles office for any purpose, a production fee is payable.	\$100
--	--------------

Replacement statement fee

A replacement statement fee is payable on request for a replacement statement (per page).	\$5
---	------------

Re-documentation fee

Where a borrower requests, and CUA agrees, to a restructure of a loan between approval and funding and that change requires amended documentation to be prepared, a fee will be payable.	\$200
--	--------------

Early payout fee (EPF)

When you enter into a fixed rate loan contract, you are effectively locking in the loan interest rate offered to you for an agreed period of time (e.g. 5 years). If you decide to switch or payout your fixed rate loan before the end of your agreed period, you are effectively breaking that fixed rate loan agreement, an EPF that could cost you thousands of dollars may apply.	Not ascertainable
--	--------------------------

An EPF is not a penalty, it is not a fee revenue and CUA does not make a profit from it. If we lose money as a result of you breaking your fixed rate loan agreement, we charge an EPF using a reasonable cost-recovery calculation to recoup our loss.

Your fixed rate loan agreement is a contract and under the general principle of contract law, if you break a contract and the other party to that contract suffers a loss, you need to compensate that party for that loss.

We recommend that before you decide to break your fixed rate loan agreement, you should obtain an EPF "quotation" from CUA and then seek independent financial and/or legal advice. It is also important to note that the financial markets are unpredictable and interest rates can change daily, therefore, an EPF quotation is valid only for the day it was quoted.

Calculation of EPF

The Financial Ombudsman Service (FOS) has assessed the methodology to fairly and reasonably estimate break costs on fixed rate loans and released a fact sheet titled 'Breaking a Fixed Rate Loan' on their website. CUA's EPF calculation (outlined below) reflects this fair and reasonable methodology supported by FOS.

When you take out a fixed rate loan, you are effectively locking in your interest rate (i.e. your funding costs) for an agreed period of time. CUA as a financial intermediary borrow funds from savers and investors in the economy and on lend to you (borrower). As you have fixed your funding costs for an agreed period of time, we will also seek to fix our funding costs for similar period of time to protect CUA against future interest rate movements.

If you decide to break your fixed rate loan agreement, we also need to unwind our fixed rate funding. In order for us to reasonably calculate whether or not we have made a loss, we compare the movement in the wholesale market swap rates (swap rates) between two points in time (i.e. point 1 is the swap rate for the agreed fixed rate period when you take out your fixed rate loan and point 2 is the swap rate for the remaining term of the fixed rate period when you break your fixed rate loan).

On the day you break your fixed rate loan early, if the swap rate for the remaining term of the fixed rate period is less than the swap rate applied at the start of your fixed rate period, we will make a loss and we will charge you an EPF.

The wholesale market swap rates are published daily in the Australian Financial Review under the heading "Swap Rates: Quarterly in arrears" and they are the most transparent fixed rate cost of funds that can be used to approximate our EPF calculation.

Formula

The formula for determining our EPF is as follows:

$$EPF = \frac{a}{r} \times [1 - (1 + r)^{-n}] + R(1 + r)^{-n} - P$$

where:

a = Minimum repayment amount per payment period paid by the borrower (the agreed repayment).

$$r = \frac{i}{f}$$

i = Wholesale market swap rate applicable to the investment of funds by us at the date of early payout or switch for the remaining term of the fixed rate period.

f = Number of agreed repayments per year.

n = Number of payment periods remaining in the fixed rate period if the loan was to run to maturity.

P = Principal outstanding at the date of early payout or switch.

R = Residual principal at the end of the fixed rate term assuming that the agreed repayments are made when due, where the wholesale market swap rate applicable to calculate R is equal to the agreed fixed rate period at the origination of the fixed rate loan.

Below is a working example of the above explanation.

Working Example

For example, you borrowed \$150,000 from CUA on 1 July 2011 fixed for 5 years at an interest rate of 7% over a 25 years loan term, and you chose to pay principal and interest on a monthly basis. The swap rate for 5 years fixed term was 6% (i.e. our funding costs for Point 1 of the two points in time mentioned earlier).

On 1 July 2014, after 3 years into your 5 years fixed rate loan, you decide to payout your loan in full but your loan still has 2 years remaining. Accordingly we refer to the swap rate for 2 years fixed term on the day of loan payout and it was 4.5% (i.e. Point 2 of the two points in time).

The money you paid back to us on 1 July 2014 estimated around \$137,800 (i.e. principal outstanding) has market value of only 4.5% for the remaining 2 years, however, we are still required to pay the 6% funding costs for that same 2 years. Therefore, we are effectively losing 1.5% from the money you paid back to us for the remaining 2 years of the 5 years fixed term (i.e. 6% - 4.5% = 1.5%).

The full calculation using the disclosed formula above is technical and complex. We use an automated calculation model that conforms to the methodology assessed by FOS.

For the purpose of this working example, we will simplify the calculation based on the underlying principles of the disclosed formula.

- The loan amount being paid out is:
\$137,800

- The movement in the swap rates between Point 1 and Point 2 is:
6% - 4.5% = 1.5%

- The remaining fixed rate term of the loan:
2 years

- The simplified calculation to reasonably estimate whether or not we have made a loss for the remaining 2 years (future value) is:
\$137,800 x 1.5% x 2 = \$4,134.00

- Using the present value formula, the \$4,134.00 is then discounted back to present day value, therefore:
EPF = \$3,821.50

Introductory rate termination fee

Not ascertainable

Applicable only to loans funded before 1 July 2011

Where a borrower pays out a facility which is/was subject to a one year introductory interest rate or three year introductory interest rate, an introductory rate termination fee is payable.

This fee will be waived if the facility is paid out after three years from the date of the first advance on this facility.

The fee is calculated by multiplying the highest unpaid balance of the account by the daily percentage rate 28 times.

The daily percentage is the CUA standard variable interest rate at the time of the payout divided by 365.

Telegraphic transfer fee

\$40

A telegraphic transfer fee is payable any time a telegraphic transfer is requested.

Variation fee

\$300

A variation fee is payable where a borrower makes a request to convert from one interest rate product to another – for example, from a variable interest rate to a fixed interest rate product.

Re-arrange and/or substitute a new security on a loan.

\$500

Re-arrange and/or substitute an existing security on a loan.

\$300

Re-arrange and/or substitute a security on a personal loan.

\$100

Consent to any dealings in relation to property.

\$200

Vary the term/repayment amount on a loan.

\$100

Add or delete a CUA Mortgage Freedom sub-account after the initial establishment of the facility.

\$50 (per account)

Vary the limit of any CUA Mortgage Freedom sub-account sub-limit.

\$50 (per limit varied)

Switch from one interest rate product to another at request of the borrower.

\$300

Switch from one personal loan product to another personal loan product.

\$120

Third party costs

Often there are other costs associated with your credit facility charged by third parties. Third party costs incurred by CUA will be debited to your account.

Valuation fee

Not ascertainable

A valuation fee may be payable in the future if CUA considers it necessary to revalue the property at any time. The amount of the fee will be subject to the CUA panel valuers scale of fees current at that time.

Government fees and charges

Not ascertainable

Government fees and charges relating to stamp duty and registration are payable on an event causing a change or variation to the transaction and/or security being taken in the applicable state or territory. The amount of the fee will be subject to the relevant government scale of fees current at that time.

Solicitors costs

Not ascertainable

Solicitors costs are payable where they are engaged to prepare documents or provide advice relating to your matter on CUA's behalf.

All fees are current as at date of issue, unless stated otherwise.

CUA accepts no responsibility for changes made to those fees imposed by third parties.