

Credit Guide

This Credit Guide provides you with the key information that you need to know about our finance broking services offered to you.

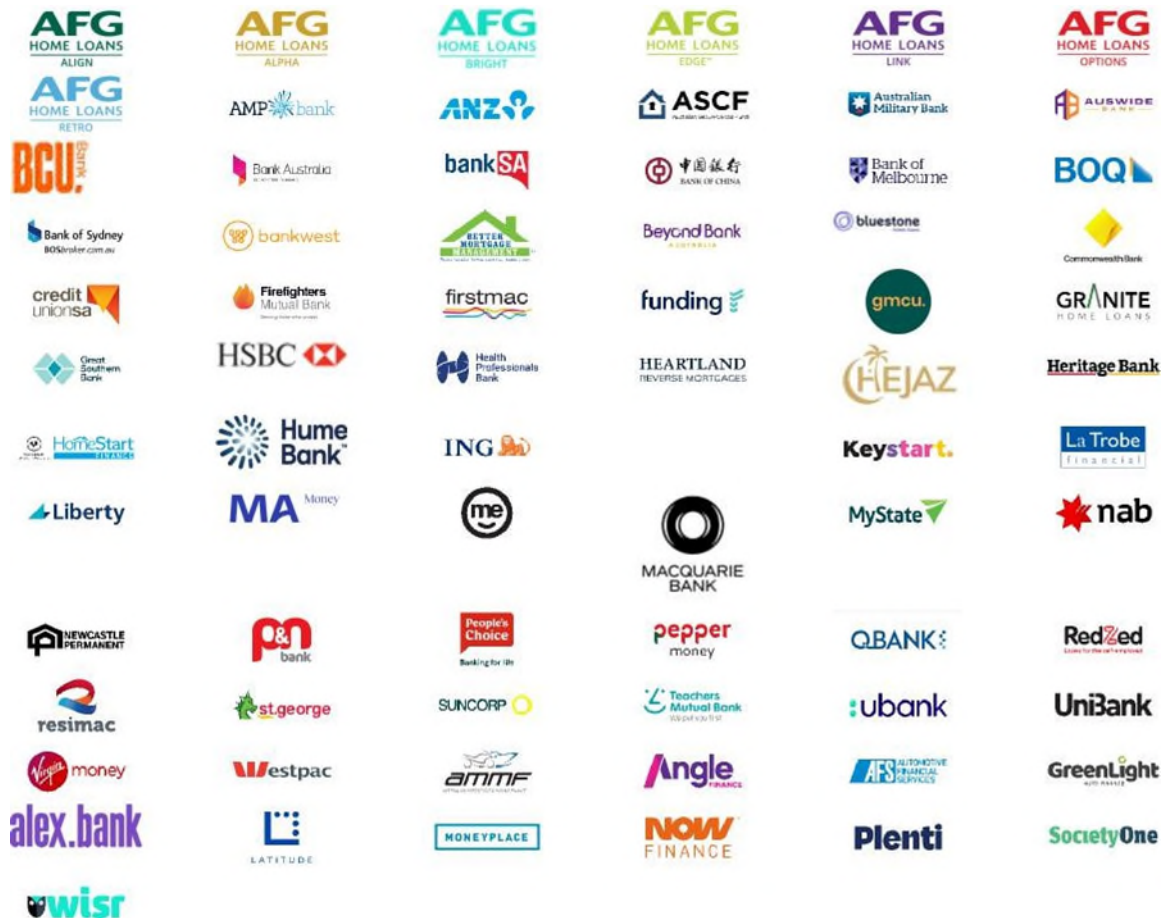
This Credit Guide summarises our offerings, fees and commissions we may receive, and the process to follow if you have a complaint. Please don't hesitate to ask if you need more information or clarification.

This Credit Guide has been generated by:

Broker/Our/Us	Damian Fulton
Authorised Credit Representative name and Credit Representative number	DAMIAN FULTON (Australia Credit Representative 549721)
Organisation/Trading Name	Damian Fulton Mortgage Broking
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Phone	
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Email Address	damian@fultonbroking.com.au
Australian Credit Licence name and number	Mortgage Australia Group Pty Ltd (Australian Credit Licence 377294) (Licensee)
Australian Company Number of ACL holder	091 941 749

Lender and Products

As a broker, we are able to offer choice across a number of products and have the opportunity to be accredited to arrange loans with the following lenders:



As at 24/05/2024. The lenders listed above are part of our aggregator's, Australian Finance Group Ltd (AFG), lender panel through which we submit loan applications. In order to submit loan applications to these lenders, a broker is required to be accredited with that lender. We are not accredited with each of the lenders listed above. Typically, brokers are accredited with 10 to 15 lenders. If we are not accredited with a lender in the panel above, we can refer you to another AFG broker who is accredited with that lender. Please contact me for further information.

I have settled loans with the following lenders in the last 12 months

AFG Home Loans - Edge
P&N Bank

AIA
Suncorp







Bankwest
Westpac

We aim to provide you with information from a range of lenders and products / loans that we are accredited with. Once you have chosen a loan that is suitable for you, we will help you obtain an approval.

Commonly used lenders by Licensee

The list below documents the 6 most commonly used lenders by our Licensee in the previous 12 months. This does not necessarily reflect all of the financial institutions that our Licensee is able to conduct business through.

However, if less than six lenders are displayed below, this is a summary of the lenders that our Licensee is able to utilise for loan submission purposes.

Financial Institutions		Percentage of applications submitted in the past 12 months
1. ANZ		11.67%
2. Westpac		10.1%
3. Macquarie Bank		9.42%
4. Commonwealth Bank		7.98%
5. St George Bank		7.48%
6. Bankwest		6.22%

Fees, Charges, Commission and Disclosures

Fees payable by you to third parties	When the loan application is submitted, you may need to pay the lender's application fee, valuation fees, or other fees that are associated with the loan application process, even if application for the loan is ultimately unsuccessful.
Fees payable by you to us or the Licensee	If a fee is payable by you, this will be disclosed in a Credit Quote that will be provided to you. If a Credit Quote is not supplied, this will indicate that we do not charge consumers any fees.
Payments received by us or the Licensee	<p>We, and our Licensee or aggregator Australian Finance Group Ltd (AFG), may receive fees, commissions, or financial rewards from lenders or lessors in connection with any finance we arrange for you. These fees are not payable by you.</p> <p>The commission / brokerage amount depends on the amount of the finance and may vary from product to product. We can provide you with information about a reasonable estimate of those commissions and how the commission is worked out if you require.</p> <p>Commissions are paid based on a percentage of the loan balance that is drawn down which in most cases will be net of any amounts you hold in an offset account. The way commissions are calculated and paid to us by lenders may vary. By following the responsible lending requirements, we will ensure the loan recommended to you is not unsuitable for your situation and objectives.</p>
Fees payable by us to third parties	<p>We may pay fees to call centre companies, real estate agents, accountants, or lawyers and others for referring you to us. These referral fees are generally small amounts in accordance with usual business practice.</p> <p>These are not fees payable by you. On request you can obtain a reasonable estimate of the amount of the fee and how it is worked out.</p> <p>From time to time, we may also remunerate other parties through payments, rewards or benefits.</p>
Tiered Servicing Arrangements	<p>Through our relationships with lenders, we may have access to tiered servicing arrangements. The benefits of this access to these arrangements can include faster processing, better information or greater levels of assistance provided for obtaining loan approval. We will advise you of any tiered service arrangements that are in place with a particular lender that we have proposed at the time recommendations are made.</p> <p>Access to this program is not based solely on the volume of new or existing lending our clients have with each respective lender and does not entitle us to any additional commissions or payments outside of what we have disclosed to you, or any preferential client discounts.</p>
Other disclosures, benefits or interests we or others may receive	We are prohibited from accepting gifts or inducements over \$300. Any benefit given to your broker greater than \$100 and less than \$350 will be recorded in a Gifts Register. A copy of our register is available to inspect on request. If you wish to inspect the register, please contact us.

Referrals

We may receive referrals from a range of sources, including accountants, financial planners, real estate agents and others. If you were introduced or referred to us, we may pay the referrer a commission, fee or remunerate them in other ways. Details of any commission or fees being paid to the referrer will be included in the Credit Proposal Disclosure document provided to you.

Credit & Valuation Reports

We may be provided with access to free services such as credit reports and valuations from our lenders. Details of any relevant services we may receive because of a recommendation we make to you, will be included in the Credit Proposal Disclosure document we provide to you.

Multiple Roles

We may act in other roles or capacities related to the credit assistance provided to you. Each business activity is separate however we may be paid remuneration in our other business activities as a result of the credit assistance provided to you. Further details of any relevant remuneration we may receive because of a recommendation we make to you will be included in the Credit Proposal Disclosure document we provide to you.

Where we are unable to act due to a conflict of interest that cannot be managed appropriately, I will refer you to another party who will provide you services.

Related Parties

We have relationships with a number of related parties and associates. Details of any remuneration or possible conflicts will be included in the Credit Proposal Disclosure document provided to you.

Shareholding

We may directly or indirectly hold shares or other securities in AFG or the lenders we recommend. Details of any material holdings will be included in the Credit Proposal Disclosure document provided to you. If the material holding does not enable us to act due to a conflict of interest that cannot be managed appropriately, we will refer you to another party who will provide you services.

Ownership Structures

I may act in other roles or capacities related to the credit assistance I provide to you. Each business activity is separate however I may be paid remuneration in my other business activities as a result of the credit assistance we provide to you. Further details any will be included in the Credit Proposal Disclosure document I provide to you. Where I am unable to act in more than one capacity, I will refer you to another party who will provide you services that I am unable to due to a conflict of interest that cannot be managed appropriately by me.

AFG & AFG Home Loans

AFG Home Loans Pty Ltd (including AFG Securities Pty Ltd) are wholly owned subsidiaries of AFG. AFG may receive additional remuneration for any white label AFG Home Loans or securitised AFG Securities products that are settled. The remuneration received is in addition to those amounts paid to AFG as a mortgage broker aggregator and/or licensee. Details of this remuneration will be disclosed in your AFG Home Loan documentation.

Other







About Credit Representatives

We are authorised to engage in credit activities by the Licensee, Mortgage Australia Group Pty Ltd. As Licensee, they share responsibility in the credit assistance we provide to you.

Commonly used lenders by us

The list below documents the 6 lenders most used by us in the previous 12 months. The lenders disclosed below may be different to the lenders that the Licensee has already disclosed above. This may be due to different accreditation requirements or different types of consumers. The list below does not necessarily reflect all the financial institutions that we are able to conduct business with.

However, if less than 6 lenders are displayed below, this is a summary of the lenders that we are able to utilise for loan submission purposes.

Financial Institutions		Percentage of applications submitted in the past 12 months
1. AFG Home Loans - Edge		26.45%
2. Bankwest		22.75%
3. P&N Bank		22.17%
4. Westpac		19%
5. Suncorp		9.62%
6. ANZ		0%

* The Top 6 lenders are based on the total volume of loans lodged in the last 12 months. Where I may not be accredited with 6 lenders the balance of lenders is made up of the top 6 lenders of my licensee.

**The % of loans is based on the total loans lodged over the past 12 months. This will not add up to 100% where I have lodged to lenders outside of my top 6.

How are we paid?

We may receive a whole or part of the commissions received by the Licensee referred to above. This may be paid to us directly or indirectly from the Licensee. You may obtain from us information about a reasonable estimate of those commissions and how the commission is worked out if you wish.

Commissions are paid based on a percentage of the loan balance that is drawn down; which in most cases will be net of any amounts you hold in an offset account. The way commissions are calculated and paid to your broker by lenders may vary. By following the responsible lending requirements your broker will ensure the loan recommended to you is not unsuitable for your situation and objectives.

Fees payable to third parties by us

The information set out above in relation to referral fees and other fees payable to third parties also applies to us.

On request you can obtain a reasonable estimate of the amount of the fee and how it is worked out.

Complaints

If you have a complaint about the service that we provide, the following steps or avenues for resolution are available to you.

Step 1

Most complaints arise from miscommunication and can usually be fixed quickly. So, please contact Damian Fulton first and express your concerns. You can request a written response at this time, even if the complaint is resolved in the first 5 working days.

Step 2

If the issue is not satisfactorily resolved within 5 working days by talking with Damian Fulton, we will apply our internal complaints process to manage your complaint appropriately. In this instance, the complaint will be internally escalated to our Complaints Officer. You may also contact the Complaints Officer directly.

Complaints Officer

Name	David Ham
Phone	1800 180 800
Email	compliance@mortgageaustralia.com.au
Address	11 Gamin Vista, Aveley WA 6069

Note: In some instances, we may also be fulfilling the role of the Complaints Officer. This will not affect the capacity to have your complaint dealt with appropriately.

By using our internal complaints process we hope to assist you to resolve your complaint quickly and fairly. The maximum timeframe in which to provide a written response to you is 30 days, although in pursuit of best practice and the reputation of our organisation, we aim to resolve these issues in a much shorter time frame.

Step 3

Although we try hard to resolve a client's concern in the most considerate and direct manner, if you are not completely satisfied after the above steps have been attempted, you still have other avenues available to resolve the dispute. This is then managed externally and independently.

The Australian Securities and Investments Commission external dispute resolution (EDR) process is available to you, at no cost at the contact details below.

EDR (Licensee)

Name	AFCA
Phone	1800 931 678
Email	info@afca.org.au
Online	www.afca.org.au
Address	Australian Financial Complaints Authority GPO Box 3 Melbourne VIC 3001

Things you should know

We don't make any promises about the value of any property you finance with us or its future prospects. You should always rely on your own enquiries.

Client Signature _____
Client Name: _____

Date _____

Client Signature _____
Client Name: _____

Date _____