

Gateway Bank



Introducing Gateway Bank



Founded in 1955, Gateway Bank has grown to be one of Australia's leading customer-owned banks.



We are a 'human-first' financial institution, we like to get to know our Members and focus on the difference we make to them every day.



We put people before profits and our staff are empowered to know and do what is right for our Members and our planet.



Across our entire range of award-winning products and services, we're committed to providing high quality, sustainable banking with competitive interest rates and fees.



Our Purpose **Pocket & Planet**



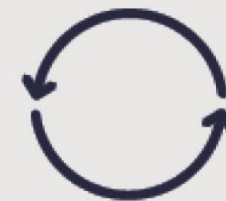
Gateway is committed to doing the right thing for our Members' pockets and our planet.



We drive this commitment through the unique opportunity to combine traditional financial literacy with helping our Members save money and the planet by using resources as least wastefully as possible.



Our purpose represents two of Gateway's inaugural operating principles: to encourage thrift and build on self-help.



We are continuously looking at ways in which we can improve and deliver on our Pocket & Planet purpose.



A partnership between the Australian government and the business community, the Climate Active Neutral Standard recognises an organisation's strategies to reduce emissions across a number of major sources, including:

Transport & Logistics



*Offsetting
remaining emissions*

*Energy
Consumption*

Gateway is not only proud to be certified as Carbon Neutral, but we remain committed to maintaining this certification while continuing to look at ways to reduce our impact on the environment.





As a customer owned bank, we pride ourselves on doing the right thing for our Members and operating in a responsible and ethical manner

To support this, we have published our Ethical Banking Policy which states which industries and activities we will not directly lend to as well as our Ethical Investing Policy which states those activities we will not support through our investments.



Home Loans **Green & Green Plus**

Gateway's two new Green Home Loans reward customers who have made the commitment to live in a home that is gentler on the environment – whether they are purchasing a home, building a home or refinancing.

These products offer the flexibility and benefits as our Premium Package Home Loan, plus a discounted rate to reward the levels of environmental features on the home.

The *Green Plus Home Loan* offers a 0.25% discount* for energy efficient homes with a certified 7 Star NatHERS rating homes (or ACT equivalent certification)

Our *Green Home Loan* offers a 0.15% discount* when homes feature 3 eligible eco-friendly upgrades, but don't quite meet the previous certification.

*Discount off the standard Premium Package home loan rate.



Home Loans Owner Occupied & Investment

Gateway offers a selection of home loan products for owner occupiers or investors at any stage of life, whether they're buying a first home, diversifying their investments, refinancing the family home, or downsizing in retirement.



Our award-winning *Premium Package Home Loan* is a great option for any home buyer.

Fixed, variable or split rate

Unlimited fee-free repayments

Interest rate lock

Redraw facility with a 100% Offset Account



Our *Low Rate Essentials* loans for owner occupiers or investors is a great, fuss free option

Competitive variable rate

Zero application or annual fees

Unlimited fee-free repayments, options for redraw, split interest rate and 90 day interest lock



Gateway also provides *Construction Loans, Land Loans, Granny Flat Loans, Studio Loans*, and *Family Pledge* guarantees for our loan products.

We are also a First Home Loan Deposit Scheme panel lender.



Niche Products & Services

Monthly LMI



An alternative to capitalising the premium into their loan in one upfront payment. This assists clients in borrowing more base loan amount and enter the market relatively quicker as they don't need to save for additional funds to complete.

Genworth Premium calculator allows to calculate the monthly premium which is then simply input into our servicing calculator as a commitment, and as long as deal services we have an application.

There is no actual time trigger for how long these monthly payments will go on for, as these payments cease once the LVR has fallen to 80% LVR or below.

Small Units



Gateway can consider units less than 40sqm in internal size on a case by case basis for up to 80%. Generally for units smaller than 40sqm we will prefer additional features attached to unit such as balcony and/or car space.



Niche Products & Services

First Home Loan Deposit Scheme (FHLDS) lender



We have had significant success in this space since the scheme was launched both for established and new homes and have assisted numerous FHB's move into their new homes. This scheme allows eligible FHB's to save on LMI as long as they have minimum 5 % genuine savings as the gap is then filled by a Guarantee from the Govt.

Family Pledge



Gateway allows applicants using this feature to purchase established dwellings which can be both for an OO or Investment purpose, however this should be the only property applicants hold.

It's not restricted to FHB's and second 2nd time buyers are also eligible but cannot be used as a means for a property portfolio accumulation. Gateway required to be the first mortgagee and guarantors are not required to evidence serviceability but should be able to demonstrate ability to clear the guarantee.



Niche Products & Services

Greater acceptance of remote locations



Based on our research Gateway will now be able to write an 80% loan in 967 more locations that were previously excluded. Additionally there are now 2737 new locations where the max LVR has increased to 90/95% up from <80%

XPAT loans



Gateway can consider applications from Australian Citizens working as Xpats overseas with recognised multinational companies with global presence. Income is shaded to 90% and only available to PAYG clients.



Niche Products & Services

Fixed rate product



Gateway allows customers to make unlimited additional repayments towards their fixed mortgage with no penalties as long as the mortgage is not discharged during this time. Customers need to note that any additional repayments will sit in the redraw which they won't have access to until it reverts back to a variable split.

No Channel Conflict



Gateway has no channel conflict policy. Any broker introduced client stays broker's client during their journey with Gateway. If a customer requests for a top up as an example they are referred back to their originating broker to manage that relationship.



Niche Products & Services

Fully assessed pre-approvals



All pre-approvals at Gateway are fully assessed by an underwriter and we don't credit score. However if the score is less or anything unusual about customer's file credit will question and seek clarification.

Reverse Mortgage



Competitive Reverse Mortgage offering with discounted 5 Year Introductory rate and line of credit to give flexibility and reduce interest accrued. Subject to further accreditation requirements.



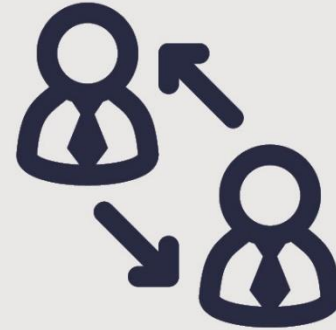
Broker Value Proposition



Great BDM's and underwriters

Proactive, strong credit background and accessible staff who'll call/email within hours, not days.

- Within SLAs 95% of time over last 6 months
- Weekly Broker Update eDM whilst SLA remains low
- Broker applications assessed within <48 hours
- 3 outbound phone contact attempts per application minimum (1 BDM, 2 Underwriter)
- BDM Phone calls returned within <3hours
- Highly experienced BDMs and Underwriters friendly, responsive & confident
- BDMs happy to assist brokers with deal structuring
- No email declines, an underwriter will call the broker



Personal service from start to finish

Personal service from start to finish. Brokers always talk to a real person and a single underwriter assesses the deal.

- Within SLAs 95% of time over last 6 months
- If a file is being handed over broker made aware proactively and introduced to new underwriter
- Gateway underwriting staff are easy to contact and deal with via dedicated line
- Staff are empowered to make decisions and readily do
- Staff work with brokers to make the deal work
- Staff make the time to talk to brokers when they need us
- Work with brokers to meet tight deadlines
- All operations based in Australia



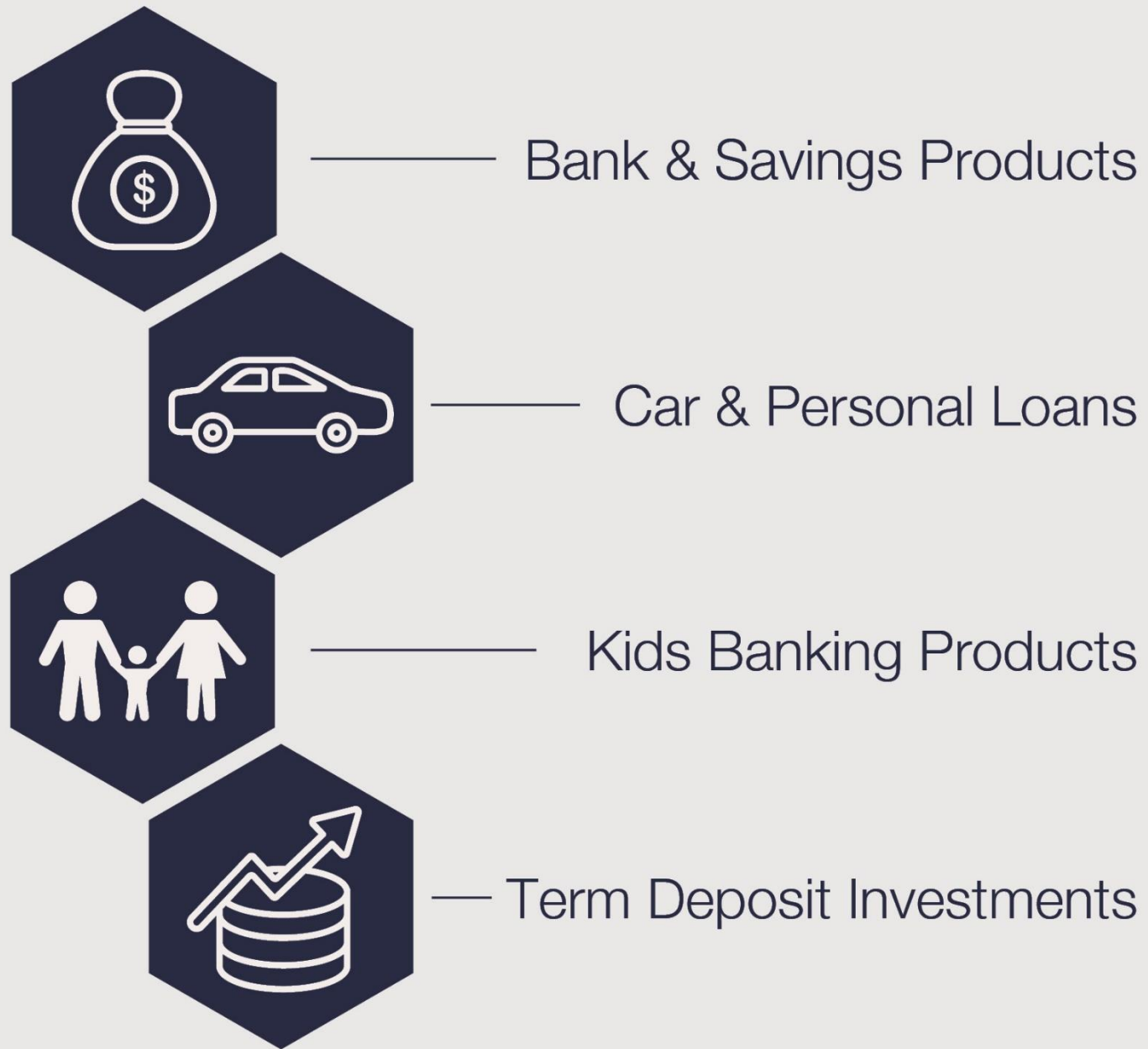
No channel conflict

Brokers are right to be sceptical of lenders practises, particularly those that have branch networks and direct channels. Gateway never burns a broker.

- Brokers advised of Refinance activity on their introduced loans
- Brokers will be kept informed to manage client expectation
- Gateway will refer clients back to their broker for further lending
- Direct channel will never "steal" a customer. If it happens accidentally Gateway will follow through but continue the trail and upfront commissions for brokers



Additional Gateway Products



Visa Eco Debit Card

Link to bank, savings or
100% Offset Account

Body of card is made from
plant-based material*



Can be used anywhere
in the world where Visa is
accepted

Production uses 65% less
energy, produces 68%
fewer greenhouse gases

*Gateway Eco Visa Debit Card is made from 90% plant based material,
the remaining 10% consists of chip and magnetic strip on the reverse



Contact



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Disclosures

Gateway reserves the right to vary these interest rates at any time. Applications for finance are subject to our standard credit assessment criteria. Full terms and conditions are included in the loan offer. Fees and charges apply.

Comparison rates are calculated based on a loan amount of \$150,000 over a 25-year term. WARNING: Comparison rates are true only for the example given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate.

Special Offer Rate for Aggregate Owner Occupied Borrowings with Gateway Bank over \$500,000.

Applies to standard single residential dwellings to \$1 million in Metro locations and \$500,000 in Regional locations (maximum land area 2.2ha/5 acres). An additional valuation fee may apply for non-standard properties.

Redraw is only available on variable rate home loans and requests are subject to approval. Minimum redraw amount is \$500. Fee-free redraws are only available through Online Banking, any other form of request will incur a \$5 redraw fee. The available loan redraw amount is calculated by taking the sum of any additional loan repayments you may have made, less your next scheduled loan repayment.

A loan can be split up to 4 loan accounts without cost. Fees apply thereafter.

The Green Home Loan interest rate is linked to the Premium Package base rate will have a 0.15%pa discount from Gateway's Premium Package Variable Rate (LVR up to 80%) Home Loan. This does not apply to Special Offer Premium Package interest rates.

Special Offer Rate for Aggregate Owner-Occupied Borrowings with Gateway Bank over \$500,000.

Premium Package Fixed Rate Home Loans revert to the Premium Package Index Rate A/Investment Premium Package Index Rate A upon expiry of fixed rate term.

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