



AFG Home Loans Edge update

Dear business partner,

To help us better understand your customer's situation and provide the best possible service, we've changed our Loan Variation Form and Variation Submission Checklist.

We'd also like to update you on a change to our Government allowance policy.

Please see below for the latest updates:

- **Enhancement to our Loan Variation Form:** To ensure we better understand your customer's situation, we're making changes to our Loan Variation Form and Loan Variation Submission Checklist... ([read more](#))
- **Government allowance policy:** Effective Saturday 18 March 2017, we're changing our credit policy relating to Government Parenting Allowance and Family Tax Allowance... ([read more](#))

If you have any questions, please contact your AFG Home Loans Edge Business Relationship Manager.

Regards,

A handwritten signature in black ink, appearing to read 'B.A. Halliwell'.

Brett Halliwell
General Manager
Advantage Financial Services



Enhancement to our Loan Variation Form

To ensure we better understand your customer's situation, we're making changes to our **Loan Variation Form** and **Loan Variation Submission Checklist** which will help us provide an enhanced experience for you and your customers when requesting a variation.

What's changed?

Currently when you submit a product change request, the AFG Home Loans Edge Loan Variation Form and Loan Variation Submission Checklist do not distinguish between Interest Only Variation requests and other variation types.

Effective Saturday 18 March 2017 the 'Product Change' option on the Loan Variation Form and Loan Variation Submission Checklist will be split into two sections:

- a) Interest Only extensions or switching from Principal and Interest to Interest Only repayments.
- b) All other product changes.

Why are we making this change?

By differentiating Interest Only Variation requests, we'll be able to capture the required information to best suit your customer's situation. The updated Loan Variation Checklist will help you clearly identify what documents are required for your customer's request.

What do I need to do differently?

Continue to follow the same process for submitting Variation requests as you do today; however, please ensure you use the updated forms. These forms are available on your aggregator systems and we've also provided copies below:

- [Updated Loan Variation Form](#)
- [Updated Loan Variation Submission Checklist](#)

If you have any questions, please contact your AFG Home Loans Edge Business Relationship Manager.

Government allowance policy

Effective Saturday 18 March 2017, we're changing our credit policy to specify that the applicants' total, combined **Government Parenting Allowance** and **Family Tax Allowance** must not represent more than 50% of the total income for the application.

This change will help clarify our policy and ensure we maintain our commitment to responsible lending practices.

Pipeline process

- The current policy will be applied to all new applications (including increases) submitted prior to 5pm (AEDT) on Friday 17 March 2017.



- The new policy will be applied to all new applications (including increases) submitted after 5pm (AEDT) on Friday 17 March 2017.

Updated credit guidelines

Your systems will be updated with the new AFG Home Loans Edge credit guidelines shortly.

If you have any questions, please contact your AFG Home Loans Edge Business Relationship Manager.

This document was prepared and issued by Advantedge.