

Avanti Overview

We are a privately owned NZ company with over 30 years' experience in providing specialised financial solutions for clients who do not meet main bank/lender guidelines/criteria.

Our solutions range from \$1,000 to \$2.0mil+ and can be used for both business and personal use, secured and unsecured. Where we take security, we consider residential property, motor vehicles and commercial property on a case-by-case basis.

We have developed products that enable your clients to maintain their main bank relationship for the majority of their lending while still having the flexibility to resolve financial hurdles that can occur from time to time, when their main bank has said NO. Alternatively, we also have a broad range of 1st mortgage solutions.

Avanti's mantra is to be the "first second choice" for advisers and borrowers across a broad range of lending products.

General Product Overview

- Profile lender – we don't take a tick box approach
- Products available for funding for clients with higher LVR's (caveat-secured personal loans)
- Credit issues, mortgage arrears, PLA avoidance, tax bills etc. are not usually stumbling blocks, we look to provide solutions that will help your clients
- Our establishment fees (for consumer loans) range between \$165 - \$705
- Business/investment property lending - typically 0.5% to 1.0% establishment fee
- Prepayment fee of \$45 charged when a loan is settled in full before its final payment date. Security release fees may apply.
- Adviser fees can be capitalised and paid to you on draw down
- Partially or fully capitalising loans available for suitable applicants (under our personal loans and bridging solutions)

Product Overviews

Personal loans, car loans and bridging solutions

- Lending up to \$2.0mil+
- Lending up to **max. loan of \$50,000** without specific property or vehicle security taken
- All other lending secured:
 - Caveat to \$100,000 (plus fees)
 - 1st mortgage solutions up to \$2.0mil+
 - Motor vehicle secured loans to \$50,000
 - Guarantee security taken, supported by residential property and or motor vehicles
- Lending over \$50,000 will typically require residential property in the security mix
- 6 to 120 month terms (with interest only options ranging from approx. 6 to 36 months)
- Existing priority limits not usually required to be adjusted (caveat secured loans)
- Government/rating valuation (GV) or automated valuation model (AVM) typically used
- Interest rates are determined by security offered and overall client profile starting from 9.95% p.a. **(As an indication interest rates for unsecured start at 14.95% p.a. while caveat-secured loans start from 13.95% p.a. and 1st mortgage (short-term) loans start from 9.95% p.a.)**
Please refer to our long-term mortgage products with interest rates from 6.65% p.a.

1st mortgage short/medium-term/bridging solutions (in more detail)

- Lending from \$50,000 to \$2.0mil+
- Max. LVR 80% depending on geographic location, type and nature of security and client profile (typically 75% preferred)
- Clear/achievable exit strategy required to be demonstrated
- Construction or development lending not typically considered (please call to discuss scenario)
- Commercial property – taken on case-by-case basis
- Either GV, AVM or Registered Valuation may be used
- Flexible Registered Valuation policy
- Fixed interest rates start from 9.95% p.a. (determined by overall client profile)
- Terms 6 to 36 months (typically 2 years)
- Interest only (partial or fully capitalising loans available for suitable applicants)

1st mortgage long-term – near prime solutions (up to 30 year P & I)

- Lending from \$100,000 to \$2.0mil+
- Residential security only taken
- Max. LVR 80% depending on geographic location, type of property and client profile (no other lending secured against the property allowed)
- Investor limited to 60% LVR[†]
- No low doc
- Self-employed minimum 12 months
- Overseas income considered by exception
- Strong UMI required
- Construction/development funds **not** considered
- Debt consolidation (with good repayment history) to max. 10% of loan amount
- No IRD / Tax issues
- No vacant land
- Variable Interest rates (only) from 6.65% p.a. with 65% LVR or less, and from 7.05% p.a. with 66% to 80% LVR (pricing determined by overall client profile)
- Interest only terms up to 2 years & P & I up to max. 30 year term
- Sale and purchase agreements used at Avanti's discretion (depends on location and type of property)
- GV or AVM can be used for refinances in lower LVR situations (at Avanti discretion)
- Flexible Registered Valuation policy
- Lifestyle properties (max. 15 acres) to max. 70% LVR
- Freehold apartments >50m² up to 80% LVR max. loan \$2mil

If your client does not meet our near prime criteria, please refer to our specialist product, below.

[†] RBNZ exemptions apply

1st mortgage long-term – specialist solutions (up to 30 year P & I)

- Lending from \$50,000 to \$2.0mil+
- Residential security only taken
- Max. LVR 80% (depending on geographic location, type of property and client profile, joint funding solutions; with an additional 5% Avanti caveat-secured personal loan to max. loan amount of \$50K considered with good overall profile)
- Investor limited to 60% LVR[†]
- Low doc to max. \$1mil
- Overseas income considered
- Construction/development funds **not** considered
- Variable Interest rates (only) typically from 8.10% p.a. (determined by overall client profile)
- Interest only terms up to 5 years & P & I up to max. 30 year term
- Sale and purchase agreements used at Avanti's discretion (depends on location and type of property)
- GV or AVM can be used for refinances in lower LVR situations (at Avanti discretion)
- Flexible Registered Valuation policy
- Vacant land and lifestyle blocks (max. 15 acres) to max. 70% LVR
- Freehold apartments max. loan \$2mil and up to 80% LVR

Please refer to our lending guide for more detailed information

BUSINESS DEVELOPMENT TEAM CONTACTS

For more information, please call your local Business Development Manager:

BDM	Region	Mobile
Matt Thomas	Auckland Central, South & East	021 246 7365
Helen Mulligan	Far North, Auckland North & West	021 2267 191
Graham Clarke	Waikato, BOP & mid-North Island	021 941 988
Paul Rolton	WLG, Lower North	021 1929 709
Mark Nolan	CHC, South Island	021 941 046

Alternatively, email:

North Island Property Team applications@avantifinance.co.nz

South Island Property Team southernteam@avantifinance.co.nz

[†] RBNZ exemptions apply