



Personal Auto Loan Policy

May 2021

Amendments in this version

Policy section	Summary of change
Various sections	Refinance statements & verbal employment checks are no longer mandatory.
2 Responsibilities 3 Loan approvals	New sections added to make stand-alone policy, rather than referring to sections of separate home loan credit policy.
4 Loan Purpose	Additional detail added for each loan purpose, including reference to refinance of balloon payments.
5.2.2 Origination / Brokerage fee	Updated to include details for Brokerage payable by funder.
5.6 Balloon payment / Residual values	Not available to borrowers holding temporary working and skilled visa.
6.1 Acceptable Borrowers	Updated to reflect the visa category 'temporary work & skilled' (as per DFAT) rather than specific Visa subclass. Reference to minimum employment as per standard policy added to avoid doubt.
7 Credit checks	Credit Report issued within the last 60 days required at time of final credit assessment.
7.4 Review of previous credit enquiries	Additional information may be required regarding outcome of enquiries immediately prior to the Firstmac enquiry.
9.3.1 Acceptable sources of income	Additional detail added for various income types that were not previously shown.
9.4 Income verification	Income verification for PAYG income – Base, overtime, allowances, bonus, commission.
11 Security – vehicle age and types.	Geographic location section removed, no additional assessment criteria for borrowers in regional areas
12.1 New motor vehicles	Removed option to add third-party accessories with separate invoices. Will only accept when it's added by the dealer and on the dealer invoice.
17 Streamline approval criteria	Section removed as standard application process & supporting documentation is streamlined criteria.

Contents

1	Introduction – Purpose	3
2	Responsibilities	3
3	Loan approvals	5
4	Loan Purpose.....	5
5	Loan Facility	6
6	Borrowers	8
7	Credit Checks.....	9
8	Equifax credit score	11
9	Employment & income	11
10	Loan serviceability calculation.....	21
11	Security – Vehicle age and types	23
12	Value of motor vehicle – LVR / Maximum loan amount	25
13	Motor Vehicle Searches	26
14	Minimum Supporting Documentation	28
15	Insurance	29
16	Settlement	30
	Appendix A: Motor Vehicle Categories	32

1 Introduction – Purpose

This policy contains guidelines for lending for Personal Auto Loans. It is intended to be an easy reference manual to lending guidelines, acceptable credit standards and macro processes.

The principles presented in this policy should not be interpreted as a set of inflexible rules, but as a set of guidelines, to be practiced in association with prudent lending practices and common sense.

Firstmac lending guidelines are governed by the Firstmac Credit Committee Charter.

All loans submitted and processed through Firstmac must comply with this Policy.

The Firstmac policy, procedures, guidelines and requirements are designed to ensure that Firstmac complies with its Responsible Lending obligations for all applications. If the loan application form or information provided on any given application does not adequately demonstrate an appropriate level of enquiry or loan assessment, then Firstmac may request that additional information be provided and submitted.

1.1 Policy Exceptions

Loans that are outside the guidelines presented in this policy may still be considered if there are inherent strengths to the transaction; credit risks can be mitigated with justification and sufficient supporting documentation can be provided which would enable the loans to be approved.

All exceptions under this policy must be referred to Firstmac Credit / DLA for consideration.

1.2 Related Policies

This policy should be read in conjunction with the following policies:

- National Consumer Credit Protection Act (NCCP)
- Any other Firstmac updates, guidelines and operations manuals which together form the basis for providing Personal Auto Loans

2 Responsibilities

All loans submitted and processed through Firstmac must comply the specific requirements of the Firstmac Personal Auto Loan Policy and all other guidelines and procedures as advised from time to time by Firstmac.

All parties have particular responsibilities to be fulfilled to ensure prudent lending practices are followed.

Lenders/Brokers must perform the following tasks:

- Conduct loan interview
- Determine amount and length of credit sought
- Ascertain purpose of credit and benefits to customer
- Discuss loan options and features
- Determine the most suitable loan product for the customer
- Inform the customer about the application & approval process
- Assist customer with the preparation of the loan application if required
- Inform the customer what documents are required to support the loan application

Firstmac Credit responsibilities:

- Performs various checks of supporting documentation and security offered
- Undertakes a credit assessment and review of all loan applications to ensure compliance with program parameters
- Advises the Lender if more information is required or of any special conditions.
- Approves, declines or defers the application

If the loan application or information provided on any given application does not adequately demonstrate that an appropriate level of enquiry or loan assessment has been undertaken, then Firstmac may request that additional information be provided and submitted.

2.1 National Consumer Credit Protection Act (“NCCP”)

The NCCP applies to Firstmac and finance brokers. It is important that employees and any agents of Firstmac know how the NCCP affects the policies and procedures and processes of Firstmac. Ongoing compliance with the NCCP is mandatory.

Lenders are to suggest or recommend to an applicant only those arrangements for finance that the Lender genuinely and reasonably believes are ‘not unsuitable’ to the needs of that applicant after undertaking a preliminary assessment of the applicant’s capacity to repay the loan. Firstmac applies this standard to all loans and not just NCCP regulated loans.

2.2 Firstmac Credit Assessment

Firstmac undertakes individual credit assessments using its systems, policies and process to assess whether it is likely that the borrower will be able to comply with their financial obligations under the contract without substantial hardship.

Firstmac assessment includes:

- making reasonable enquiries about the consumers’ financial situation and circumstances, and their requirements and objectives
- taking reasonable steps to verify the consumers’ financial situation

- making a preliminary (Lender) or final assessment (Credit) about whether the credit is 'not unsuitable' for the consumer based on the inquiries and information obtained
- providing a copy of the assessment on request by the borrower, if credit is provided

Credit will be unsuitable, if at the time of the assessment it is likely that:

- a consumer will be unable to comply with their financial obligations under the proposed credit contract, or could only comply with substantial hardship; or
- the proposed credit contract will not meet the customer's requirements or objectives

If the loan application or information provided on any given application does not adequately demonstrate that an appropriate level of enquiry or credit assessment has been undertaken, then Firstmac may request that additional information be provided and submitted.

In addition to complying with all the current Firstmac Auto Loan policy, Firstmac requires all Lenders to make specific enquiries relating foreseeable changes, which may include but are not limited to considering the following questions:

- Is customer aware of information relevant to their loan application that has not been provided and may have an adverse impact on their financial circumstances?
- Is customer aware of any future change in their employment which may adversely affect their ability to meet their current and future financial obligations?
- Does customer anticipate any increase to their expenses/liabilities over the next 12 months (e.g. ill health or disability, a possible claim requiring payment, end of interest free or honeymoon period on a loan)?
- Does customer anticipate any decrease to their income during the next 12 months (e.g. extended leave, retirement, reduction in overtime)?
- If self-employed, does customer anticipate any reduction in profit/income/cash flow to their business activities during the next 12 months?

2.2.1 Assessment period

The assessment by Firstmac credit must be made within 60 days of when the loan contract is entered ie the date the loan contract is accepted by the borrower should be no more than 60 days after the final assessment has been completed. The final assessment must state the period it covers.

3 Loan approvals

Loan approvals are made by Firstmac only; there is no delegation of approval authority to any external party.

4 Loan Purpose

Personal Auto Loans are available for the purchase or refinance of acceptable motor vehicle categories that are predominantly for personal use.

4.1 Purchase

The purchase of acceptable new, demonstrator, or used vehicles must be through a licensed motor dealer.

4.2 Refinance

Loans for the refinance of consumer car loans from other credit providers are to be for the amount of the loan being refinanced only, and can include the payout of any residual / balloon payments where applicable.

Debt consolidation of any other type of personal loan (including unsecured loans, or personal loans secured by the motor vehicle), unsecured loan, or credit card is not available.

4.2.1 Refinance balloon payments from other credit providers

Where a balloon payment on an existing auto loan falls due, the Borrower may choose to keep the vehicle and seek finance for the balloon repayment.

The refinance of a balloon payment from another credit provider, or an existing Firstmac loan, can be considered subject to all standard credit criteria being met however, a balloon payment on the new loan is not available.

4.3 Unacceptable loan purpose

Personal Auto Loans are not available for:

- Private Sales
- Motor vehicles that are used wholly for commercial / business purposes;
- Sale or Leaseback transactions;
- Debt consolidation, including refinance of unsecured debt or personal loans secured by the vehicle
- Any other purpose considered to be cash out / equity release

5 Loan Facility

5.1 Loan amount

Loan amounts from minimum \$5,000 to maximum \$100,000 may be considered.

The maximum total Personal Auto Loan exposure to any one borrower / borrower group is \$150,000.

5.2 Loan amount add-ons

5.2.1 Application fee

An application fee is charged at settlement of the loan. The application fee may be added to the amount financed; or paid up front by the borrower if required.

5.2.2 Origination / Brokerage fee

Where an application is originated through an accredited Broker, an Origination Fee and / or Brokerage may be added to the amount financed, subject to the following limits:

- Origination fee – maximum \$990.00;
- Brokerage Fee:
 - Where payable by Borrower and capitalised to the loan amount, maximum 4% (ex gst) of the total vehicle purchase price less deposit paid;
 - Where payable by funder, the maximum rate to borrower for a given set of loan terms (amount, term, base rate etc), together with the maximum available brokerage at that rate, is determined by Firstmac. The Broker can reduce the brokerage and Firstmac will determine the reduced rate to borrower. The maximum interest rate differential is 2%.
- Loan amount / LVR limits shown in policy section '[Value of motor vehicle - LVR / Maximum loan amount](#)'.

5.2.3 Insurances / warranty

Premiums for insurances including Comprehensive Motor Vehicle Insurance, Consumer Credit / Loan Protection Insurance, GAP / shortfall insurance, and Extended Warranty, may be added to the loan amount provided the insurance / warranty relates to the loan and / or vehicle being purchased.

The maximum amount for add-on insurances / warranty that can be financed by the loan is 10% of the total vehicle purchase price, subject to loan amount / LVR limits shown in policy section '[Value of motor vehicle – LVR / Maximum loan amount](#)'.

Premiums included in the net amount financed will be paid directly to the insurer / warranty provided at settlement of the loan.

5.3 Loan Term

The loan term available is dependent on the age of the motor vehicle (based on the “Build Date” of the vehicle) at the time of the application – refer to policy section '[Security – Vehicle age and types](#)'.

	Minimum loan term	Maximum loan term
New motor vehicles	36 months	60 months
Used motor vehicles	36 months	60 months

5.4 Interest rates

Personal Auto Loan interest rates are a fixed annual percentage rate. The fixed rate applies to the term of the loan.

5.5 Repayments

Personal Auto Loan repayments are principal and interest, and where no residual value applies to the loan, are fully amortised over the term of the loan. Repayments are due monthly in arrears commencing 1 month following settlement, are to be paid by Direct Debit from an Australian bank account, and can be made weekly, fortnightly or monthly.

5.6 Balloon payment / Residual values

Balloon payment / residual values may be considered for:

- New vehicles, including demonstrator vehicles meeting the criteria defined in policy section [‘Acceptable Motor Vehicle types’](#)
- Used vehicles up to 4 years old, based on the year of build date at commencement of the loan.

Where a balloon payment is included, the monthly repayment for the balance of the loan (excluding the balloon payment) is amortised over the loan term, with the final payment due including the balloon payment.

The maximum balloon payment available is determined by the loan term and whether the vehicle is new or used. Balloon payment is calculated as a % of the purchase price of the vehicle (excluding add-ons such as consumer insurance not associated with on-road costs eg comprehensive vehicle insurance, gap cover, consumer credit insurance etc) as follows:

Loan Term	New vehicles – maximum balloon	Used vehicles (up to 4 years old) – maximum balloon
3 years	50%	40%
4 years	40%	30%
5 years	30%	20%

Balloon payments are not available to borrowers holding a ‘temporary working and skilled visa’.

5.7 Redraw

Redraw of advance payments made are not permitted.

6 Borrowers

6.1 Acceptable Borrowers

Personal Auto Loans are available for Individuals only and must meet the following criteria:

- 18 years of age or older;
- Australian Citizen OR Australian Permanent Resident (including New Zealand Citizens permanently living in Australia);
- Non Australian or New Zealand Citizens that hold a valid and current ‘temporary working and skilled visa’ subclass, provided the Visa expiry date exceeds the loan term, Visa details can be

verified (eg via VEVO), and minimum period in current employment as per Employment & Income policy is met;

- Applicants with Equifax credit score of 500 or greater;
- Australian Driver's License (current license for same class as motor vehicle financed);
- Joint applicants must live at the same residential address (all criteria above applies to all applicants).

6.2 Unacceptable Borrowers

The following applicants are not acceptable as borrowers:

- Applicants with Equifax credit score < 500
- Non Australian Citizens (excluding New Zealand citizens permanently living in Australia) that do not hold permanent residency visa / status;
- Non Australian or New Zealand Citizens that hold a temporary working and skilled visa subclass where the Visa does not exceed the loan term, and / or Visa details cannot be verified
- Companies, corporations, trusts;
- Applicants who are currently in bankruptcy or in a debt arrangement;
- Applicants who are currently in arrears on any existing loan facility.

7 Credit Checks

A credit report through Equifax must be obtained for each borrower and guarantor. The credit report obtained must include the Equifax score, and for individuals, must be a comprehensive credit report.

Where a borrower or guarantor is self-employed, and their credit reports shows they are a current director of a company, a credit report must be completed on that company. Reports are not required for previous directorships unless there are indications of adverse credit history in any other credit report(s)

The credit check can only be performed when a Privacy Act Authority is held for that person or entity.

A fully completed Privacy Act Authority (written, verbal or electronic) must be held for every borrower and guarantor, as substantial penalties apply to both individuals and companies for misuse of the Credit reporting system under the provisions of the Privacy Act 1988.

A Credit Report issued within the last 60 days should be held at time of final credit assessment.

7.1 Reviewing Credit Reports

All Credit reports must be reviewed closely to determine the age of the credit file, the Equifax credit Score and identify any possible match files, directorships adverse listings.

All financial details in the credit report should be reviewed including 'Credit enquiries' and 'Accounts & repayments' (comprehensive credit reporting data provided by contributing credit providers), and compared to the borrower stated liabilities.

7.2 Age of credit report

Where an Equifax credit file is new, or created within the last 6 months, additional steps should be taken to reconfirm the borrower's full personal details and confirm their identity. Further discussion with borrower may be required to determine the reason for the new credit file.

If the borrower is likely to have an existing credit file eg has other credit facilities, or recent change of name, additional credit checks are to be completed to locate that existing credit file.

7.3 Multiple names or a 'possible match'

There may be instances where a borrower has more than one name eg following marriage, or divorce. If the borrower has more than one Equifax credit file number, a credit check on all Equifax credit file numbers should be conducted.

There are occasions where a 'possible match' is identified by Equifax. Further investigation should be conducted to determine if the 'possible match' is the borrower, and if so, obtain a credit report on the 'possible match' file.

7.4 Review of previous enquiries on Equifax credit report

Recording the outcome of previous credit enquiries is not mandatory, however, where a credit report shows previous credit enquiries for same loan type & similar loan amount immediately prior to the new application being assessed, additional information as to the outcome of those enquiries may be requested.

Regardless, the Equifax credit report itself should be reviewed as per section [Reviewing Credit Reports](#).

7.5 Adverse Credit History

Adverse listings on the credit report affect the borrower's Equifax credit score however, in some cases, the score may still be within the acceptable range.

Consideration may be given to borrowers with an adverse listing, subject to all of the following additional criteria being met:

- Equifax credit score is not < 500
- Telco/Utility default only up to maximum \$1,000 – finance defaults for any amount will not be considered
- Default must be paid (if the credit report does not show status 'Paid', other evidence confirming paid is required, with borrower to take steps to have their credit file updated)
- Explanation from borrower stating reasons / circumstances for the default

- Evidence other ongoing debts are up to date ie 3 months statements / transaction history for other ongoing loans showing good conduct, or Repayment History Information on credit report
- All other standard credit policy criteria applies.

8 Equifax credit score

Equifax credit score is intended to be used as tools to assist with overall credit assessment, but will not be relied on solely to approve an application.

8.1 Equifax credit score

The Equifax credit score type of credit report should be obtained on each borrower / guarantor in all cases.

Equifax Score is a number between 0 – 1200 and provides an indication of the likelihood of an unfavorable event, such as a default, being recorded on a credit file within the next 12 months. It is based on a number of characteristics including applicant information, the number and types of enquiries, as well as adverse information held on the Equifax credit reporting database. Essential credit information is summarized into a single numerical score, by Equifax. The formula is Equifax’s intellectual property and is tested and monitored on a quarterly basis, by Equifax.

The Equifax credit score represents one element of the overall credit assessment. The higher the Equifax credit score, the lower the risk of adverse credit in the next 12 months.

Equifax Credit Score range	Likelihood of adverse credit in next 12 months
700 +	Low
500 - 700	Medium
< 500	High (any borrower with an Equifax score < 500 will be auto declined.)

9 Employment & income

Employment and income should be considered permanent and stable with no foreseeable changes expected.

9.1 Acceptable employment types

Minimum of 2 years employment history to be provided. While consideration may be given to applicants with short term current employment, and / or applicants on probation, the type of employment and reason for recent employment change needs to be investigated to mitigate and support acceptance.

The following table describes the acceptable employment types and minimum period in current employment.

Type of employment	Requirements
Permanent full time / part time / contract (PAYG)	<p>Minimum 6 months with current employer.</p> <p>May consider less than 6 months with current employer where:</p> <ul style="list-style-type: none"> • On probation with current employer – Minimum 3 months with current employer and minimum 12 months with previous employer in same occupation & industry. • Not on probation with current employer (to be confirmed with employer) – Minimum 1 month with current employer and 12 months with previous employer in same occupation & industry. <p>Recent graduates: if applicant is ‘professionally qualified’ (eg Accountant, Medical industry) & working in that field, ‘minimum 12 months in previous job in same occupation / industry’ may be waived if no previous employment history due to recently completing studies. All other lending criteria must be met.</p>
Casual / second job	<p>Minimum of 12 months in current employment.</p> <p>Treat with caution if casual employment is the sole source of income.</p>
Self employed	<p>Minimum 2 years trading in the current business, as evidenced by ABN registration.</p> <p>An individual is considered self-employed when they receive the majority (ie more than 50%) of their income, including wages, from a business; and / or serviceability is reliant on income from self-employment:</p> <ul style="list-style-type: none"> • in which they are the sole trader, a partner, director or shareholder; and • where they have management control of the company <p>Borrower with only 12 months trading in the current business may be considered on case by case basis provided minimum of 2 years in previous PAYG employment in same occupation/field & industry.</p>

9.2 Employment verification

9.2.1 PAYG applicants

A borrower's employment is considered to be verified, with no further verbal employment check required, where all of the below criteria has been met:

- Primary income verification documentation provided as evidence of income (as per policy section '[PAYG applicants](#)')

Where considered necessary, additional checks may be completed such as:

- Employer ABN is validated via the Australian Business Register website <http://www.abr.gov.au>; and
- Employer's telephone number is validated from an independent source eg Telstra's White or Yellow Pages (i.e. do not rely on numbers given by borrower or on letterhead) or from an ABN website or reference source.

If all of the above is not considered satisfactory, a Verbal employment check may be appropriate (refer policy section '[Verbal Employment Check](#)').

9.2.2 Self-employed applicants

Self-employed applicants are required to demonstrate and provide evidence that they have been self-employed and trading in the same or current business for at least 2 years. This may be verified by a valid ABN registered for GST (unless legitimately exempt) or other documentation satisfactory to Firstmac.

9.2.3 Verbal Employment check

If any of the criteria in policy sections '[Income Verification – PAYG applicants](#)' and '[Employment verification – PAYG applicants](#)' is not met, verbal employment checks are to be completed, with details confirmed to be retained on file:

- Phone call to the employer to confirm employment and income details.
- Validate the Employer details by:
 - ABN Search
 - Obtaining employer's telephone number from an independent source eg White or Yellow pages

Care must be taken to ensure the person spoken to, is a person of authority (ie owner of business, paymaster, personnel manager or line manager).

9.3 Acceptable Income types

9.3.1 Acceptable sources of income

The following is a guide to acceptable income for the purpose of calculating a borrower's ability to service the proposed loan. Satisfactory evidence of income used is required.

Income type	Maximum % for servicing	Requirements
PAYG salary / wage – base income for permanent full time / part time	100%	Gross salary, net of superannuation
PAYG salary / wage – base income for Casual / Contract / Second job	100%	Gross salary, net of superannuation, annualised over 48 weeks. Where YTD income shown on payslip is not consistent with the pay period shown, last 3 months bank statement and / or most recent financial year Tax Ready ATO income statement or PAYG Payment Summary may be provided.
Salary sacrifice / packaging, deductions (addback)	100%	Non-compulsory regular pre-tax deductions such as salary sacrifice arrangements (e.g. non-compulsory superannuation payments, loan repayments, or other living expense repayments), can be added back to gross taxable income if needed to support serviceability. Loan commitments associated with the salary sacrifice must be shown as an ongoing liability. Other common non-compulsory deductions such as social club fees, union fees etc may also be added back to gross income.
Overtime / Shift allowance	100%	Must be confirmed regular over minimum of last 12 months and / or a condition of employment. Most recent financial year Tax Ready ATO income statement or PAYG Payment Summary required to support. Where overtime/allowance is not a condition of employment and / or is not considered regular or typical for the employment type / industry, % adopted may be reduced.
Commission / Bonus	100%	100% may be considered for servicing provided it is a permanent part of income and must be evidenced by: <ul style="list-style-type: none"> • payslip; and • most recent financial year Tax Ready ATO income statement / PAYG Payment Summary

Car allowance	100%	<p>Must be a permanent part of income; must be evidenced by payslip and is to be shown as taxable income.</p> <p>Where applicable, corresponding car loan / lease payment must be shown as an ongoing liability.</p>
Fully maintained company car	n/a	<p>Up to \$5,000 pa added to gross income, provided the fully maintained company car is part of the employment contract / conditions. Vehicle must be fully maintained by the employer (e.g. insurance, registration, running costs, etc.) with no restrictions on personal use, to be evidenced by letter from employer, or verbal employment check.</p>
Parental leave income (employer or government paid)	100%	<p>Lower of (a) parental leave income being paid or (b) return to work income, can be used for serviceability provided the borrower is returning to work for the same employer, income is currently being paid, and will continue to be paid until the applicant's return to work date.</p> <p>Child care expenses that will apply upon return to work must also be included in the declared living expenses.</p> <p>All details to be confirmed by employer in writing, including:</p> <ul style="list-style-type: none"> • Employer acknowledging the borrower's intention to return to work • Details of the income paid during parental leave period • Return to work date, employment status (i.e. full time or part time and hours) & income <p>Specific DLA discretion – where the return to work income is higher than parental leave income & is required to support serviceability; and / or there is a gap between the current income received ceasing & return to work date; the return to work income can be considered provided:</p> <ul style="list-style-type: none"> • return to work date is not more than 60 days after date of settlement; and • borrower has sufficient savings to cover any shortfall on all post settlement commitments and declared living expenses

Self employed	100% of most recent year's taxable income, or 120% of the previous year's taxable income, whichever is lower.	<p>Personal Auto loans must be in the name of an individual only.</p> <p>Refer policy section 'Self-employed applicants – non-PAYG' or 'Self-employment applicants – PAYG' for details of evidence required.</p> <p>The last 2 years personal income and where applicable, the last 2 years income for the associated company/trust/partnership, is to be reviewed when assessing the capacity to repay, however only the individuals personal income will be relied on for serviceability of the proposed loan.</p> <p>Allowable add-backs Some expenses may be added-back to the net profit before tax when reviewing the profitability of the business. However, where the business is a company or trust, the NPBT of the business should not be included in serviceability of a personal auto loan.</p> <p>Allowable add-backs that can be included in serviceability for sole traders or partnerships ('individuals' only) include:</p> <ul style="list-style-type: none"> • Personal superannuation contributions in excess of the SG (Superannuation Guarantee) contribution applicable for that year; • Non- recurring expenses (may need to be confirmed by accountant where financial statements do not clearly identify as a non-recurring expense)
Self-funded retirees / Superannuation	100%	<p>Superannuation payments such as allocated pension or similar.</p> <p>Current payment amount being received, evidenced by 3 months bank statements clearly identifying the source of the payment & confirming regular receipt; or a Statement from the provider no older than 3 months confirming the payment / benefit amount.</p>

<p>Government benefits and pensions (eg Family Assistance Part A&B; Pension; Disability / Carer's allowance; Veteran Affairs pension)</p>	<p>100%</p>	<p>Payment must be considered permanent for the next 5 years at the time of application, evidenced by:</p> <ul style="list-style-type: none"> • 3 months bank statements clearly identifying the source of the payment & confirming regular receipt; or • Letter from paying authority (eg Centrelink) issued within the last 3 months. <p>Note:</p> <ul style="list-style-type: none"> • Family Assistance Part A & B – only considered for applicant's dependent children who are 10 years of age or younger. • Carer's payment / allowance – only considered if paid for care of the applicant's child (including adult child). • Parenting payment – age of dependent child is based on payment type; only considered as follows: <ul style="list-style-type: none"> ○ Single parenting payment – youngest child is 2 years of age or younger ○ Partnered parenting payment – youngest child is less than 1 year old
<p>Child support</p>	<p>100%</p>	<p>Child support & maintenance agreement must be registered with Child Support Agency (CSA) and payment considered to be ongoing for the next 5 years (ie dependent children 12 years of age or younger at the time of application), evidenced by:</p> <ul style="list-style-type: none"> • Current letter or notice of assessment from Child Support Agency including amount payable, names and date of birth of each eligible child; and / or • 3 consecutive months bank statements clearly identifying the source of the payment and confirming regular receipt <p>Private child support arrangements are not an acceptable income source for serviceability.</p>

Rental Income	Up to 80%	<p>Residential property:</p> <ul style="list-style-type: none"> • 80% of confirmed gross rental income for a standard single residential tenancy • 65% of confirmed gross rental income for short stay / holiday rental (eg Airbnb; Stayz etc) <p>Commercial property:</p> <ul style="list-style-type: none"> • 70% of confirmed gross rental income <p>All rental income to be evidenced by:</p> <ul style="list-style-type: none"> • Most recent rental statement or current lease agreement from real estate agent managing the property; or • 3 months bank statements clearly identifying the rental credits (if credits to bank account do not clearly identify the rental payment, current tenancy agreement & most recent tax return including rental schedule). <p>Note – If investment property is jointly owned with others, applicant’s share of rental income only to be used.</p>
Investment home loan interest add back	100%	Add-back of deductible interest paid on investment home loans (excludes overseas investment home loans), calculated at a specified maximum rate as determined by Firstmac (auto calculated in Firstmac Servicing Calculator).
Investment income	Interest – 100% Dividends – 70%	<p>Acceptable provided income is assessed as being reasonably sustainable over the long term.</p> <p>Use the lower investment income figure from 2 most recent years tax returns, provided:</p> <ul style="list-style-type: none"> • The current investment value is consistent with the investment value held for the period of the tax returns; and • Investment is still held in Borrower’s name, evidenced by shareholding statement; or investment statement. <p>Note - franking credits are not to be included in the amount used for serviceability.</p>

Unacceptable Income type		<p>The following income or similar sources are not acceptable for serviceability:</p> <ul style="list-style-type: none"> • Government unemployment benefits; youth or student allowances etc • Workers Compensation • Income from boarders • Undeclared or cash income that could not be evidenced in tax returns
--------------------------	--	---

9.4 Income verification

9.4.1 PAYG applicants

PAYG borrowers must provide satisfactory evidence to support the income stated in the application. Primary income verification is to include:

- Most recent payslip (based on pay cycle at time of application) to confirm income and employment. Payslip should be computer generated showing borrower name, employer's name and ABN, current salary/wage and year-to-date earnings;

Where the payslip does not meet the above criteria, minimum of 1 month's bank statements showing salary paid by employer may be considered. An internet transaction history may be acceptable where clearly identified as belonging to the borrower. If income is paid to more than one account, statements for all accounts should be provided.

Where serviceability is reliant on additional income from employment such as overtime, allowances or bonuses, the most recent financial year Tax Ready ATO income statement or PAYG Payment Summary is required to support.

Secondary income verification – if the Primary income verification type is not available (eg payslip is handwritten; income not paid to bank account), at least 2 of the following document types may be considered:

- Current PAYG income statement showing minimum 3 months YTD earnings (from mygov.com.au) from current employer;
- Most recent financial year Tax Ready ATO income statement or PAYG summary;
- A letter from the employer that is on company letterhead and contains details of gross annual income, (identifying any base income separately), role or position, length of employment, the basis of employment (full or part time, or casual) and breakdown of the salary package (if applicable). Most recent financial year

Once obtained the documents must be reviewed in order to ensure the income is consistent, and the employer's full details (business name, ABN and contact details) are clearly stated.

Firstmac must be satisfied that the employer is a legitimate business or company, for example by checking that the employer's stated ABN is correct and current. These details are publicly available from the Australian Business Register website <http://www.abr.gov.au> .

9.4.2 Self-employed applicants – non-PAYG

Self-employed income to be evidenced by:

- The most recent two (2) years full personal tax returns; and either
- The most recent two (2) years full business tax returns; or
- Full financial statements including balance sheet and profit & loss statements, signed by the borrower's Accountant

In all cases, the most recent tax returns / financials should be no more than 18 months old, regardless of when the lodgement of tax returns is due ie tax returns at 31 December, should be no older than financial year end 30 June of the previous year.

9.4.3 Self-employed applicants – PAYG

Self-employed borrowers who pay themselves PAYG income from own company / trust, and meet the below eligibility criteria, need only provide the standard documentation for a PAYG borrower (refer policy section '[PAYG applicants](#)')

Eligibility criteria:

1. Loan in individual/s name
2. Self-employed borrower paying themselves PAYG wage / salary, with payslips available & salary credits clearly shown on bank statement
3. Employment category is one of the following:
 - a. Accounting
 - b. Architect
 - c. Consulting & Corp. Strategy
 - d. Education & Training
 - e. Engineering
 - f. Government/Defence
 - g. HR & Recruitment
 - h. I.T. & T.
 - i. Legal
 - j. Medical & Dental
 - k. Science & Technology
 - l. Firstmac Credit Discretion to accept other employment categories not listed above where all other criteria is met.

Borrower confirmation that the company / business is trading profitably, and able to meet all commitments / expenses including PAYG income to self, should be obtained.

Where other business income such as dividends, trust distributions etc is required to support the individual applicant's serviceability, standard documentation referred to in policy section '[Self-employed applicants – non-PAYG](#)' is required.

10 Loan serviceability calculation

Firstmac uses the Net Disposable Income (NDI) method to assess a borrower's ability to meet regular fixed commitments. The NDI ratio is the ratio of net disposable income (after tax and living costs) to total fixed commitments.

Serviceability is to be demonstrated using the Firstmac Servicing Calculator for Personal Auto Loans with minimum NDI ratio of 1.00:1 required.

The deductions for total monthly commitments should include the following:

- All regular debt repayment commitments (for Line of Credit loans, assume the loan is drawn to the credit limit),
- Minimum of 3.227% on the total credit card limit (equivalent to repaying the fully drawn limit over a 3 year term)
- Rent / board, if applicable – refer to policy section '[Rent/Board](#)';
- Any other fixed regular monthly commitments such as Child support payments; HECS / HELP payments etc (to be shown as a liability, not a living expense);
- Living expenses – refer to policy section '[Living Expenses](#)';
- Other discretionary commitments / expenses where applicable (these vary according to a borrower's circumstances; any material items should be considered and taken into account in serviceability assessments)

Note – loan repayments that will cease on settlement of this Personal Auto Loan (eg debt being cleared by car dealer from the trade in of current vehicle) may be excluded from serviceability calculations where relevant evidence is provided.

10.1 Firstmac Serviceability Assessment Rate

Where the interest rate for Personal Auto Loans is fixed for the term of the loan, the actual interest rate applicable to the loan may be used as the default servicing rate.

Where the interest rate for Personal Auto Loans is variable, the greater of the actual interest rate applicable + 2.5% buffer should be used as the default servicing rate.

10.2 Living Expenses

The cost of living / living expense may vary based on the borrower's household and / or family unit. Reasonable enquiries are to be made about a borrower's variable living expense, and is to include the following categories, which are to be shown separately in the application form, and serviceability calculations:

- General Living Expense – the amount the borrower spends on basic essential items such as groceries, clothing, utilities, phone/mobile, internet, motor vehicle/transport, rates, general insurance (car / home), basic education costs for dependents; and
- Education fees / costs – the amount the borrower spends on additional education costs for dependents eg private school fees; and
- Childcare – the borrower's out of pocket expenses associated with childcare; and
- Private Health Cover

10.2.1 Household Expenditure Measure (HEM)

The Household Expenditure Measure (HEM) will be used as a guide for the comparison of general living expenses as stated by the borrower. HEM data is subscribed through and provided by the Melbourne Institute of Applied Economic and Social Research, Melbourne.

The HEM method adopted is based on the borrower's 'geographic location' (ie where the borrower lives in a Capital city, or not) and 'household income' (income bands).

10.2.2 Living expenses used for serviceability calculations

The Firstmac Servicing Calculator for Personal Auto Loans automatically calculates the total living expense to be applied based on:

- The total of the borrower stated 'General living expense + Childcare' or 'HEM living allowance', whichever is higher;
PLUS
- 'Educations fees/costs', 'Private health cover' & 'Other living expenses'

10.3 Rent / board

In all cases, the borrower stated rental / board expense is to be shown as an ongoing commitment.

If the borrower is renting, and the rental expense is shared with a third party (other than spouse / partner), the borrower's stated share of the rental expense may be shown.

If shared with non-applicant spouse / partner, the full rental expenses should be shown with non-applicant spouse income considered (refer policy section '[Borrower with a non-applicant spouse / partner](#)').

Where the borrower is boarding with family, and states there is no rent / board payable, the Lender must ensure reasonable enquiries are made regarding the borrower's general living expenses and contribution to household expenses. If unstated, or boarding with non-family

members, a notional rental expense of \$500 / month for singles, and \$650 / month for couples, should be included in serviceability.

10.4 Joint income & commitments

Where the borrower has existing joint commitments with other parties who are not part of the loan application, 100% of the existing commitment is to be included in calculating serviceability for the new loan.

If the borrower shares a positive income source such as rental income with parties not included in the loan application, ownership percentage should be applied to the gross joint income to determine the amount used in calculating serviceability eg rental income where property is jointly owned 50/50 with non-applicant, show 50% of total gross rental income only.

10.5 Borrower with a non-applicant spouse / partner

Where the borrower is married / defacto, but the spouse / partner is not a borrower, consideration may be given to assessing serviceability using household income ie include the spouse / partner's income in the serviceability assessment.

The following details are to be obtained and noted on the application form confirmed by the borrower:

- Non-applicant spouse / partner's income and employment details; and
- All household liabilities / living expenses, including those in joint names and in name of spouse solely
- If borrower's Equifax credit score < 600, evidence of the non-applicant spouse's income is required

Acceptance of the non-applicant spouse's income is subject to standard credit policy regarding acceptable employment / income types.

Where the borrower's income is a relatively low % of the total household income, and there is total reliance on the non-applicant spouse's income to meet all household commitments, including the new loan, a joint application should be considered.

11 Security – Vehicle age and types

A registered charge over the vehicle will be taken in all cases. Unsecured loans are not available under this product / policy.

Firstmac's interest in the motor vehicle is to be recorded on the Personal Property Securities Register (PPSR).

Each Personal Auto loan can have only one vehicle as security and must not be cross-collateralised with any other loan or security.

11.1 Age of the vehicle

The motor vehicle must not be older than 7 (seven) years based on the year of build date, at commencement of the loan.

11.2 Acceptable Motor Vehicle types

Acceptable motor vehicle types include new, demonstrator, and used vehicles as shown in [Appendix A: Motor Vehicle Categories](#).

For the purposes of this policy, new, demonstrator and used vehicles are defined as follows:

- **New motor vehicle**
 - Vehicle makes and models which are current ie. models are still in manufacture and appear on the manufacturer latest price list; **and**
 - Vehicle not previously registered **and** build date is not more than 12 months prior to date of application; **and**
 - Nominal odometer reading (eg < 50 klm).
- **Demonstrator motor vehicles**
 - Vehicles that have been registered to the Dealer only; **and**
 - Build date (MM/YYYY) is not more than 12 months prior to the date of application; **and**
 - Odometer reading is 5,000 km or less.
- **Used motor vehicle**
 - Any vehicle that does not meet the New or Demonstrator motor vehicle definitions above.

11.3 Unacceptable vehicle types:

Unacceptable motor vehicle types for Personal Auto Loans include:

- Grey imports / imported motor vehicles not readily available in Australia;
- Kit cars;
- Racing cars and motor vehicles used in motorsports;
- Motor vehicles that are considered to have been significantly “modified” (altered) from its original state requiring certification by an approved person, as stipulated by State Government regulations;
- Motor-cycles and Scooters
- Motor Vehicle identified as having the odometer adjusted / wound back
- Motor Vehicles identified as being written off or stolen
- Vehicles with older than 7 (seven) years, based on the year of the build date

12 Value of motor vehicle – LVR / Maximum loan amount

The Loan to Value Ratio (LVR) is based on the net amount payable for the vehicle being offered as security, as a ratio (shown as %) to the value of the vehicle.

The net amount payable for the vehicle is the purchase price less deposit payable by the purchaser; or for a refinance, the total payout figure for the loan being refinanced.

12.1 New motor vehicles

For new motor vehicles purchased from a licensed motor dealer, the value adopted for LVR calculation is the total amount invoiced by the dealer.

The total amount invoiced by the dealer will take in to account the vehicle purchase price, on road costs / dealer delivery, factory options (eg metallic paint), and may include non-genuine accessories fitted to the vehicle at time of delivery to the borrower. Non-genuine accessories invoiced through a third party supplier will not be financed nor included in the vehicle value adopted.

The maximum LVR for a new vehicle is 100% of the total amount invoiced, based on the loan amount excluding add-ons (ie application / origination fees, brokerage, and insurance premiums financed (if applicable)); and is not to exceed 120% of the total amount invoiced, based on the loan amount including add-ons (subject to other limits for various add-ons as shown in policy section '[Loan amount add-ons](#)').

12.2 Used motor vehicles

Autoedge, a vehicle valuation and specification system provided by Glass's Information Services Pty Ltd, is used to determine the value of a used motor vehicle at the time of final approval.

Autoedge shows used prices which have been extensively researched by Glass's. The prices published do not refer to any specific vehicle but are a guide to the probable value of a vehicle that has travelled kilometres said to be average for its age, in good condition for age, and operating efficiently.

Adjustments for kilometres travelled (compared to average for vehicle of that age), and other factory options shown in Autoedge may be made.

12.2.1 Dealer Sales

For used motor vehicles purchased from a licensed motor dealer, the value adopted for LVR calculation is the Autoedge Retail value and is specific to the type of vehicle being purchased (ie year, make, model, series, variant, and adjustment for km travelled / factory options where applicable).

The maximum LVR for a used vehicle purchased from a Dealer is 120% of the Autoedge Retail Value, based on the loan amount excluding add-ons (ie application / origination fees,

brokerage, and insurance premiums financed where applicable – subject to limits as shown in policy section '[Loan amount add-ons](#)').

Where the net amount shown on the invoice exceeds the limits referred to above, further deposit / contribution from the Borrower may be required.

12.2.2 Refinances

For auto loans being refinanced from another credit provider, the 'value' adopted for LVR calculation is the Autoedge Retail value and is specific to the type of vehicle being refinanced (ie year, make, model, series, variant, and adjustment for km travelled / factory options where applicable).

The maximum LVR for a used vehicle being refinanced is 120% of the Autoedge Retail Value, based on the loan amount being excluding add-ons (ie application / origination fees, brokerage, and insurance premiums financed where applicable – subject to limits shown in policy section '[Loan amount add-ons](#)').

The maximum loan amount (excluding add-ons) for used motor vehicle being refinanced from another credit provider is the lower of:

- Payout figure of the loan being refinanced (written payout figure required); or
- Loan amount based on the maximum LVR 120% shown above.

Where the payout figure for the loan being refinanced exceeds the limits referred to above, further contribution from the Borrower will be required to cover the shortfall prior to settlement.

13 Motor Vehicle Searches

13.1 CarHistory Reports

A CarHistory Report, through Equifax Pty Ltd, is to be completed by Firstmac prior to final assessment of the application. The type of report to be completed is determined by whether the vehicle is New or Used.

CarHistory reports are compiled using information from the Personal Property Securities Register (PPSR) as well as data which is held in the National Vehicle Information System (NVIS), operated and maintained by Equifax.

The NVIS is a comprehensive collection of information on motor vehicles that have been registered in Australia. It is contributed to and updated by major Australian motor vehicle Insurers as well as other proprietary companies with interests in the Australian automotive industry.

13.1.1 New motor vehicles – CarHistory PPSR Search and Certificate

The PPSR Certificate will state whether or not a financial encumbrance is recorded against the vehicle. If an encumbrance is recorded, the certificate will state:

- The name and address of the interest holder (financier)
- Details of the vehicle recorded on PPSR
- The date the interest was recorded on PPSR
- The type of interest e.g. lease, hire purchase, etc.

Enquiry must be made as to how and when this encumbrance will be removed before considering further. All new motor vehicles must be unencumbered at settlement.

13.1.2 Used Motor Vehicles – CarHistory Dealer Report & PPSR Certificate

The CarHistory Dealer Report is designed to identify significant information about a vehicle, such as:

- Vehicle description and specifications of the actual vehicle being purchased, based on the VIN provided (includes validation that the VIN exists);
- PPSR details – if an encumbrance is recorded, the certificate will include:
 - The name and address of the secured party (financier)
 - Details of the vehicle recorded on PPSR
 - The date the interest was recorded on PPSR
 - The type of interest e.g. lease, hire purchase, etc.

Enquiry must be made as to how and when this encumbrance will be removed before considering further:

- Dealer sales – vehicle to be unencumbered at settlement;
- Refinance – funds to be disbursed to the credit provider that is being refinance and has an interest in the motor vehicle, at settlement.
- Where any of the following is identified in the report, the motor vehicle will be considered unacceptable security and must not proceed:
 - Odometer rollback – where an odometer rollback is identified by the report, the history of the vehicle's odometer reading is to be reviewed closely. Where the odometer rollback is considered genuine, the vehicle should not be accepted as security, unless further evidence can be provided to support there has been data entry anomaly in NVIS / other data source.
 - NEVDIS Written off Vehicle Notification – where the vehicle is identified as a previous write-off, even if noted as 'repairable write-off', the vehicle is considered unacceptable security.
 - NEVDIS Stolen Vehicle Notification – where the vehicle is identified as being stolen, the vehicle is considered unacceptable security.

14 Minimum Supporting Documentation

Minimum documentation to be provided for all applications includes:

- Fully completed application form, including assets & liabilities
- Identification:
 - Firstmac Verification of Identify (VOI) form confirming the Borrower has met with the Broker either in person or via an online video conference, with certified copy of Driver's License required in all cases
- Income : as per section [9.4 Income verification](#)
- Proof of residence – driver's license, bank statement (same statement provided for salary credits is acceptable) or other documentary evidence such as phone / utilities bill with current address

Note – bank statements provided for evidence of income, deposit or repayment history must include credit provider / financial institution details, borrower details and account details. Internet statements may be accepted where supported by other documentation confirming the above detail.

14.1 Purchase – Licensed Motor Vehicle Dealers

A Tax Invoice from a licensed motor dealer is required:

- Must be addressed to the all Borrowers;
- Must specify if vehicle is New, Demonstrator or Used
- Include the year, make and model of the motor vehicle;
- Include the VIN of the motor vehicle;
- Include the Odometer reading of the motor vehicle (mandatory for Demonstrator and Used);
- Show a breakdown of the purchase price including separate options and cost of each option;
- Show deposit / trade-in details and net amount payable

14.2 Refinance

Loans for the refinance of consumer car loans from other credit providers, are to be for the amount of the loan being refinanced only, and can include the payout of any residual / balloon payments where applicable. Debt consolidation of other loans or credit cards is not available. Refinance is subject to all standard eligibility requirements including and credit criteria, including loan term / age of vehicle guidelines. In addition, the following documentation must be provided prior to settlement:

- Current registration documentation;
- Proof of ownership of the vehicle eg original purchase contract for the vehicle
- Payout figure in writing from current credit provider required for settlement
- Repayment history is reflected in the Borrower's Equifax credit score, refinance statements are not mandatory.

14.3 Vehicle inspections

Dealer Sales

Where vehicle is purchased from a licensed motor vehicle dealer, further independent inspection of the motor vehicle prior to settlement is not required.

Refinances

Where a used motor vehicle is refinanced from another credit provider, confirmation of the vehicle compliance plate details, the odometer, registration / number plate details and the overall general condition of the vehicle, should be verified by one of the following:

- Borrower to provide photographs and / or video clearly showing:
 - Full compliance plate details (showing build date, VIN etc)
 - Odometer
 - Registration / number plates
 - General condition of the motor vehicle (interior and exterior).

- Borrower to have local dealership that sells the make of motor vehicle being purchased, inspect vehicle & complete inspection form that can be provided with loan documentation pack (to include full compliance plate and odometer details)

15 Insurance

Various insurances are available to provide the borrower cover for different types of events. Apart from Comprehensive Motor Vehicle Insurance, other insurance / extended warranties are not mandatory under the loan agreement.

The premium for insurances / extended warranty purchased by the borrower may be capitalised to the loan, limits apply – refer to policy section '[Loan amount add-ons](#)'.

Premiums financed must be paid direct to the insurer at settlement.

Where any insurance / extended warranty is cancelled by the borrower after settlement, and the premium / cost was included in the loan amount, any refund of premium directed to Firstmac will be applied to the loan, and is not available for redraw (if comprehensive motor vehicle insurance is cancelled and premium refunded, borrower must be contacted to ensure an alternate comprehensive motor vehicle insurance has been arranged & is current).

15.1 Comprehensive Motor Vehicle Insurance

The motor vehicle to be held as security must be insured by a Comprehensive Motor Vehicle Insurance Policy at all times, with Firstmac's interest noted on the Policy.

It is the Borrower's responsibility to arrange the Comprehensive Motor Vehicle Insurance Policy prior to settlement and ensure the Policy is renewed / remains current for the term of the loan.

15.2 GAP Insurance

Guaranteed Asset Protection (GAP) Insurance (or Motor Equity Insurance) is protection against potential loss. It helps protect the Borrower from a shortfall between the finance payout and insured value of the vehicle if it is written off. GAP Insurance is not mandatory.

15.3 Consumer Credit / Loan Protection

Consumer Credit Insurance (CCI), also known as Loan Protection Insurance, provides the consumer with some cover if loan repayments cannot be met due to unemployment, illness, accident, or death. Consumer Credit / Loan Protection Insurance is not mandatory.

15.4 Extended Warranty

This is an extension of the warranty offered by the manufacturer or the statutory warranty for new or used cars. It generally covers original components and fittings at the time of purchase against mechanical failure or defect. Extended Warranty is not mandatory.

16 Settlement

16.1 Dealer Sales

Funds are to be disbursed direct to the licensed motor dealer's bank account.

The Dealer's bank account details should be shown on the Invoice and additional satisfactory evidence of the dealer's bank account details should be obtained eg. Copy of a bank issued deposit slip, or bank statement showing account details.

16.1.1 Validation of Dealer – add to Firstmac Supplier list

If no previous settlements with the Dealer, further validation of the dealer will be completed by Firstmac prior to releasing funds. This validation may include:

- Verification of current motor dealer's license
- Established trading for not less than 12 months
- Other verifications as required eg Motor Dealer License check on relevant State's authority website

Once a Dealer's details have been confirmed, the Dealer may be added to Firstmac's accepted suppliers list. Future settlements for an accepted supplier may not require additional validation, unless supplier's information has changed.

16.2 Refinances

The seller borrower must provide a written payout figure from the outgoing lender (must be current for the day of settlement), including BSB and Account number for the loan being paid out.

Funds will be disbursed direct to the outgoing lender for the amount of the payout figure.

16.2.1 PPSR encumbrance

The financial encumbrance against the vehicle by another credit provider (secured party) is to be removed as part of the transaction.

Appendix A: Motor Vehicle Categories

Passenger Car	Light	Barina, Yaris, Swift etc.
	Small	Corolla, Golf, Prius. Focus etc.
	Medium	Camry, Passat etc.
	Large	Falcon, Commodore, Aurion etc.
	Upper Large	Statesman, Caprice etc.
Passenger SUV	Compact	Rav4, Forrester, Outback etc.
	Medium	Prado, Pajero, Kluger etc.
	Large	Patrol etc.
	People Mover	Carnival, Imax, Grandis etc.
Utility	Standard (2 wheeled drive)	Hilux, Commodore, Falcon etc.
	Dual Cab (2 wheeled drive)	Hilux, Colorado, Triton etc.
	Dual Cab (4 wheeled drive)	Hilux, Ranger, Colorado etc.

Definitions:

Passenger - A 4 wheeled motorised vehicle primarily designed for the carriage of people being of a sedan, station wagon, coupe, hatch, convertible or “van style” wagon and having up to 9 seating positions including the driver.

Light - Any passenger vehicle with a 4 cylinder engine generally under 1500cc engine capacity and with a body shape which is similar to the smallest variant available from the major vehicle suppliers in Australia.

Small - Any passenger vehicle with a 4 cylinder engine generally with an engine capacity over 1500cc and with a body shape which is similar to the second smallest variant available from the major vehicle suppliers in Australia.

Medium - Any passenger vehicle with a 4 or 6 cylinder engine generally with an engine capacity under 3000cc and with a body shape considered to be in the mid-range of the Australian market.

Large - Any passenger vehicle with 6-8 cylinder engine generally with an engine capacity 3000cc and over and which has a body shape considered in the “family” size range of vehicles which is similar to the second largest variant available.

Upper Large - Any passenger vehicle with a 6 or 8 cylinder engine, and with a body shape which is similar to the largest variant available from the major vehicle suppliers in Australia, and based on a long wheel base platform.

Passenger SUV - A “passenger” vehicle of wagon style only being designed for off road operation and with 4 wheel drive or all-wheel drive and running clearance of > 200mm and suspension clearance of 175mm or any 4x2 variant of such vehicles.

Compact - Any SUV vehicle with a 4-cylinder engine generally with an engine capacity under 3000cc and with a body shape which is similar to the smallest variant available from the available from the major vehicle suppliers in Australia.

Medium - Any SUV vehicle with a 4 or 6 cylinder engine and generally with an engine capacity 3000cc and over and with a body shape which is similar to the second sized variant available from the available from the major vehicle suppliers in Australia.

Large - Any SUV vehicle with a 6 or 8 cylinder engine and with a body shape which is similar to the largest variant available.

People Mover - Any passenger vehicle in which the primary shape is of a van with design for 7 plus seats and in which the steering wheel is in the forward quarter of the vehicle’s total length.

Utility Standard - Any commercial vehicle which is a 2-wheeled drive two seater utility based on the large passenger vehicle with fixed sided carrying area.

Dual Cab (2 wheeled drive) - Any commercial vehicle which is two wheeled drive of cab, extra cab or dual or crew cab (5 seat) design with fixed sided or chassis rail and generally with no identifiable passenger variant.

Dual Cab (4 wheeled drive) - Any commercial vehicle which is four wheeled drive of cab, extra cab or dual or crew cab (5 seat) design with fixed sided or chassis rail and generally with no identifiable passenger variant.