

Lending Profile

1. Loan size - \$250,000 to \$2.5 million
2. No regulated lending, only unregulated loans
3. All secured lending - first registered mortgages only
4. No second mortgages
5. Any property type and location considered, residential, commercial, industrial and rural
6. Will lend on vacant land - maximum LVR of 50%
7. LVR on other properties range - 60% to 65%
8. Reasonable cashflow to service the debt and allow for contingencies
9. Will consider loans with capitalised interest or prepaid interest, however the LVR must be low enough to allow capitalisation
10. Relationship management focus - like to work with borrowers to achieve goals
11. Loan term usually 12 months but can do longer
12. Experts at working with clients who do not meet main bank criteria
13. No cost to complete finance, we lend on an "as is" basis only
14. Can lend on rating value if loan is less than 60% of rating value
15. Valuation by a registered valuer must be less than 6 months old

Overall:

- The personal factor matters
- We consider the saleability of the property and the exit strategy
- Quick turnaround time and quick response if a proposal will suit Norfolk

We consider each proposal on a case by case basis, it is a consideration of the borrower and proposal as a whole.