

# Commission Schedule

February 2018

Lending



Product	Up-Front Commission	Trail Commission
Residential Lending <i>(excluding Revolving Credit)</i>	0.85% <i>(0.65% + 0.20% NZFSG Group Bonus)</i>	N/A
Revolving Credit	0.85% <i>(0.65%+ 0.20% NZFSG Group Bonus, based on 100% of limit)</i>	N/A
ReFix	\$150.00**	N/A
Specialist Lending Products	0.50% <i>(up to \$2.0m)*</i>	N/A

## Notes

ANZ has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

\*Specialist Lending Products commission rates are based on non-residential security, where residential security meets ANZ's criteria residential commission rates apply.

\*\*Per transaction – one payment of \$150.00 will be made based on full activity, not per loan and only one payment will be granted within any 6 month cycle.



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Residential Lending <i>(excluding Revolving Credit)</i>	0.85%	N/A
Revolving Credit	0.85% <i>or Tiered (based on 70% of limit)</i>	N/A
ReFix	\$150.00	N/A

## Notes

ASB has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly. ASB may pay commission on business loans. This needs to be negotiated case by case.



# Commission Schedule

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Lending

Product	Up-Front Commission	Trail Commission
Residential Lending <i>(Long Term 1<sup>st</sup> Mortgage)</i>	0.80%	N/A

## Notes

Avanti has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

Adviser can charge fee up to 1% of the loan (or for smaller 1st mortgages a maximum fee of \$3,000) which is capitalised onto the loan and paid to the Adviser.



# Commission Schedule

July 2018

Lending

Product	Up-Front Commission	Trail Commission
Residential Lending	0.75%	N/A
Bonus Payment	0.15% (month 18)	
Bonus Payment	0.10% (month 24)	

## Notes

Bluestone has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

# Commission Schedule

February 2018

Lending



Product	Up-Front Commission	Trail Commission
Residential Lending <small>(excluding Revolving Credit)</small>	0.55%	0.15%

## Notes

BNZ has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

# Commission Schedule

February 2018

Lending



Product	Up-Front Commission	Trail Commission
Residential lending <small>up to 75% LVR</small>	1% Adviser fee	N/A
Commercial lending <small>up to 70% LVR</small>	1% Adviser fee	N/A

## Notes

Cressida Capital has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

# Commission Schedule

February 2018

Lending



Product	Up-Front Commission	Trail Commission
Personal Loans	3.0%	N/A
Home Loans <small>(maximum \$14k)</small>	0.70%	N/A
ReFix	\$150.00	N/A

## Notes

The Co-operative Bank has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

All Advisers can write personal loans and refer existing The Co-operative Bank clients for Home Loans.

# Commission Schedule

February 2018

Lending



Product	Up-Front Commission	Trail Commission
Residential lending <small>(Negotiable)</small>	1% Adviser fee	N/A

## Notes

DBR has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

# Commission Schedule

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Lending



Product	Up-Front Commission	Trail Commission
Residential Mortgage Products	\$200.00 <small>+ 1.5% of drawn balance</small>	N/A
Referral Fee	\$500.00	N/A

## Notes

Heartland Banks has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

November 2018

Lending

Product	Up-Front Commission	Trail Commission
Star <small>(AAA)</small>	0.60%	0.15%
Star & Nova <small>(non AAA)</small>	0.80%	0.15%
Private	0.70%	N/A

## Notes

Liberty has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

# Commission Schedule

February 2018

Lending



Product	Up-Front Commission	Trail Commission
Residential Lending – Prime	0.60%	0.15%
Residential Lending – Specialist	0.80%	0.20%

## Notes

Resimac has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.



# Commission Schedule

November 2018

Lending

Product	Up-Front Commission	Trail Commission
Residential Lending <small>(&lt;85%)</small>	0.80%	N/A
Residential Lending <small>(&gt;85%)</small>	0.75%	N/A
Flexi <small>(75% of limit) excluding for the purpose of residential construction</small>	0.80%	N/A
Welcome Home Loans	0.80%	N/A
Refix	\$150.00	N/A
Advance <small>(reverse mortgage)</small>	0.60% <small>(maximum of \$1500)</small>	N/A
Commercial Lending <small>(of any documented application fee)</small>	50%	N/A

## Notes

Commissions will be capped to \$15,000.00 per home loan application (excluding the Advance product).

SBS has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

# Commission Schedule

June 2019

Lending



Product	Up-Front Commission	Trail Commission
Residential Lending	0.60%	0.15%

## Notes

Select has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

# Commission Schedule

February 2018

Lending



Product	Up-Front Commission	Trail Commission
Residential Lending <i>(including Revolving Credit)</i>	0.60%	0.20%
Residential Lending – Specialist	0.85%	N/A

## Notes

Sovereign has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

# Commission Schedule

July 2018

Lending



Product	Up-Front Commission	Trail Commission
Residential Lending <i>(excluding Revolving Credit)</i>	0.60%	0.20%
Revolving Credit <i>(based on 100% of the credit limit)</i>	0.60%	0.20%
Welcome Home Loan	0.60%	0.20%
Commercial Lending <i>(term lending secured by commercial security)</i> <i>*only payable where applicant's business turnover is \$2 million or less</i>	0.50%	N/A

## Notes

Westpac has the right to amend their commission terms, where terms are amended NZFSG will amend this schedule accordingly.

Trail commission starts after:

- New lending – 12 months
- Existing lending – 24 months

Based on the loan balance at the end of the preceding calendar month.

Commission on business/commercial applications where business turnover is greater than \$2 million will be considered on a case by case basis.

These applications should be discussed up front with the Commercial Manager or your Business BDM.

\*No commission will be paid on unsecured lending, business overdraft, business revolving credit facilities or any property finance or agribusiness applications.

# Commission Schedule

February 2018

Clawbacks

ANZ				ASB				AVANTI FINANCE			
Months	0-9	10-18	19-27	Months	0-6	7-12	13-18	19-27	Months	0-6	7-12
CB%	100%	86.0%	33.0%	CB%	100%	75.0%	50.0%	25.0%	CB%	100%	50.0%

**The Co-operative Bank**

**Mortgage lending**

Months	0-2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
CB%	100%	97%	94%	91%	88%	85%	82%	79%	76%	73%	70%	67%	64%	61%	58%	55%	52%	49%	46%	43%	40%	37%	34%	31%	28%	25%

**Non-mortgage lending**

Months	0-3	4-6	7-12	13-18
CB%	100%	75%	50%	25%

## Notes

Please be aware these are standard clawback rates and are subject to change without notice.

# Commission Schedule

March 2019

## Clawbacks

### Bluestone

Months 0-6 7-12 13-18 19-24

CB% 100% 75.0% 50.0% 25.0%

### Heartland Bank

Months N/A

CB% N/A

### RESIMAC

#### Residential lending-prime

Months 0-12 13-27

CB% 100% 50%

### BNZ

Months 0-14 15-28

CB% 100% 50.0%

### Liberty Financial

Months 0-6 7-12 13-18 19-24

CB% 100% 75.0% 50.0% 25.0%

#### Residential lending specialist

Months 0-12 13-18

CB% 100% 50%

### DBR

Months N/A

CB% N/A

### Notes

Please be aware these are standard clawback rates and are subject to change without notice.

# Commission Schedule

July 2018

## Clawbacks

### SBS Bank

Months 0-6 7-12 13-18

CB% 100% 50.0% 25.0%

### Westpac

Months 0-15 16-26

CB% 100% 50.0%

### Select

Months 0-6 7-12 13-18 19-24

CB% 100% 75.0% 50.0% 25.0%

### Sovereign

Months 1-12

CB% 100.0%

### Notes

Please be aware these are standard clawback rates and are subject to change without notice.