



PRODUCT SELECTION GUIDE



HOME LOANS
International Finance Group

INTEREST RATE	<input type="checkbox"/> VARIABLE RATE	<input type="checkbox"/> FIXED RATE
	<p>Benefits:</p> <ul style="list-style-type: none"> - Ability to make additional repayment. - Pay off the loan as soon as possible. - Access to extra funds. - No break costs if sell/ refinance. <p>Considerations:</p> <ul style="list-style-type: none"> - Repayment change depending on the economy. 	<p>Benefits:</p> <ul style="list-style-type: none"> - Know exactly your repayment. - Repayment is not affected by the change in economy. - Potentially get cheaper rate. <p>Considerations:</p> <ul style="list-style-type: none"> - Can only make little additional repayment. - Repayment is only fixed for a number of years, re-fix the loan is required once fixed term expires. - Lock rate fees may applied. - Break cost can be substantial if sell/ refinance.
BRANCH	<input type="checkbox"/> PHYSICAL BRANCH	<input type="checkbox"/> 100% ONLINE BANKING
	<p>Benefits:</p> <ul style="list-style-type: none"> - Accountability on face to face transaction. - ATM/ Deposit facilities is available in most locations. - Online facility is also available. - Bilingual staff may be available. - Extra service can be requested. <p>Considerations:</p> <ul style="list-style-type: none"> - Operate during working hours only. Limited during weekends. - May need to wait/ make booking prior visit 	<p>Benefits:</p> <ul style="list-style-type: none"> - Access anywhere with 24/7 availability. - Potentially cheaper rate due to less expenses. - Still 100% comply with Australia Banking Industry Standard. <p>Considerations:</p> <ul style="list-style-type: none"> - A bit complicated to setup & request services for non-technical savvy customers. - ATMs/ Deposit facilities may be limited in some locations.
PRODCUT	<input type="checkbox"/> BASIC	<input type="checkbox"/> PACKAGE/ PREMIUM
	<p>Benefits:</p> <ul style="list-style-type: none"> - No/ low ongoing fee. - Cheap introductory rate - Ability to upgrade to a package <p>Considerations:</p> <ul style="list-style-type: none"> - Other possible fees may apply: <ul style="list-style-type: none"> o Access to additional funds o Switching o Change T&C of the loan o Split multiple accounts o Additional fees on other products (credit card, transactional account, ...) 	<p>Benefits:</p> <ul style="list-style-type: none"> - Simplify all cost into ONE annual cost. - Potentially get better discount for the life of the loan - Unlimited access to additional funds. - Have offset account links with mortgage/ home loan account to reduce interest payment. <p>Considerations:</p> <ul style="list-style-type: none"> - Package fee can exceed all the possible costs - Some lenders may not have offset facility under fixed rate loan
REPAYMENT	<input type="checkbox"/> PAY PRINCIPLE AND INTEREST OF THE LOAN	<input type="checkbox"/> ONLY PAY THE INTEREST OF THE LOAN
	<p>Benefits:</p> <ul style="list-style-type: none"> - Reduce the loan balance over the years. - Cheaper interest rate. - Can borrow high loan / security ratio. <p>Considerations:</p> <ul style="list-style-type: none"> - May not benefit investors who want to make only minimum repayment on their investment property 	<p>Benefits:</p> <ul style="list-style-type: none"> - Lowest repayment as only pay the interest of the loan during interest only terms. - Tax benefits for investors. <p>Considerations:</p> <ul style="list-style-type: none"> - Much higher interest rate - Loan / security ratio is limited at 80% - Borrowing capacity is less as the lender assess the application based on P&I term. - Loan balance remains the same after interest only expires. Expose the risk of the loan balance is higher than property value. - Have to pay much higher P&I repayment after the interest only period expires.