

What Sub-originators can expect from Jumbo Capital

Jumbo Capital provides private credit real estate finance across Australia with office locations in Melbourne, Brisbane, Sydney and a satellite office on the Sunshine Coast. Institutional warehouse funding lines support our range of first and second mortgage residential and commercial lending products.

Our sub-originators, mortgage brokers and referrers can expect from management, a timely application, approval and settlement process.

Initial Scenarios

We welcome any or all your:

1. calls to any of the following numbers for a discussion on your scenarios
 - Brisbane 07 3495 1882
 - Sydney 02 8357 7088
 - Melbourne 03 9968 5848
2. emailed scenarios directly to a manager at applications@jumbocapital.com.au with supporting documentation
3. website submitted applications using jumbocapital.com.au/submit-scenario.html as these will land on the Manager's email for quick evaluation and response. We don't want you or your clients to wait hours for responses and decisions as we know time is money. Take advantage of our decades in the world of mortgages and expect timely scenario outcomes during business hours.

Indicative Loan Offer (ILO)

We are happy to issue the indicative loan terms and conditions when we have the following:

1. Borrower and Guarantor details including:
 - Company name and number
 - Family trust name if applicable
 - Names in full of all directors
 - Contact details including mobiles, email addresses
2. Property details:
 - Addresses in full of all property and vacant land
 - Current lender names, loan balances, property/land values
 - Security type ie house, apartment, townhouse, unit, commercial, industrial, retail, vacant land
3. Loan type & purpose required:
 - Purchase
 - Refinance
 - Release equity
 - Consolidation

JumboCapital

Jumbo Capital Pty Ltd (ACN 675 351 194) | jumbocapital.com.au
329/98-100 Elizabeth Str, Melb VIC 3000 | 1&2/457-459 Elizabeth Str, Surry Hills NSW 2010
2/290 Boundary Str, Spring Hill QLD 4000

Melbourne 03 9968 5848 | Brisbane 07 3495 1882 | Sydney 02 8357 7088
applications@jumbocapital.com.au | accreditation@jumbocapital.com.au

jumbocapital.com.au/submit-scenario.html

4. Loan amount required
5. Loan term required
6. Prepaid interest term required
7. If serviceability is evident
8. If borrower has an accountant
9. Loan purpose
10. Loan exit(s)
11. Any other information we should be aware of
12. Soft copies of the following if available:
 - Contract of sale for purchase
 - Copy of deposit paid
 - Evidence of funds to complete
 - Loan statements for refinancing
 - Council rates notice(s) on properties offered as security
 - Water rates notice(s) on properties offered as security
 - Scans of driver's licences both sides for all directors and guarantors

If no valuation is provided, the ILO will be subject to valuation among other items to support the approval. ILO turnaround times vary but generally allow 1-3 hours.

We conduct basic due diligence at this stage.

We require a **completed loan application form** that not only captures the above items for the ILO but also provides further information on borrower's assets and liabilities, our privacy act to undertake credit checks and KYC/AML's (know your client and anti-money laundering).

A valuation will be required. Our processing team will seek a valuation quote from one or more preferred valuation firms, issue the borrower with an invoice based on fee and turnaround time, request from the borrower the contact details for valuer access, request confirmation of payment transfer and proceed to instructing the valuer.

When you deem the ILO is acceptable and wish to proceed

Our ILO is signed and accepted by the borrower(s) and guarantor(s), they have provided all remaining items if and as requested and provided a completed loan application.

This process usually takes 1-2 business days, depending on the valuation processing time, urgency and turnaround time of the borrower.

Upon acceptance by borrower(s) and guarantor(s), the loan is progressed through our internal credit section for final due diligence.

Loan Agreement time

A legal firm will be instructed to prepare the loan agreement. Borrower's may be issued with a deposit invoice for the preparation of the loan agreement. Allow 1-2 days for the loan agreement to be issued to the borrower(s) and guarantor(s) nominated legal firms.

Attending nominated legal firms for document signing

Director(s) and Guarantor(s) will attend the same legal firm and same solicitor when the names on the title/rates notice correspond to the names of the directors. In the event the security is owned in one name and there are two directors, the director that is not an owner on title will be required to attend a different legal firm to complete loan agreement documentation and receive legal advice. In addition, the director may also be required to attend an accountant and be provided with financial advice.

Items required for your meeting with the solicitor(s)

The following is required before you head off to the meeting:

1. Insurance with the name of the lender as an interested party and prepaid for the term of the loan
2. Original council rates notice with evidence that it's paid up to date
3. Original water rates notice with evidence that it's paid up to date
4. Details of who to pay in the event there are caveats, other mortgages etc
5. Drivers' licences for all directors and guarantors
6. Passports for all directors and guarantors
7. Those without passports, instead take medicare cards, birth certificates, marriage certificates, change of name certificates, expired passports
8. Loan statements if refinancing

Preparing for Settlement

Once the loan agreement(s) have been scanned back to the Jumbo Capital's nominated legal firm and the above items are satisfactory to the lender, the lawyers on both sides will manage settlement, typically through the PEXA system.

This includes registering securities and transferring funds. We provide the borrower with a draft settlement statement detailing all deductions for interest, fees, and expenses prior to settlement.

Director(s) and Guarantor(s) can expect to receive and approve a disbursement authority hours before settlement.

Settlement occurs and all parties notified.

Loan Management

During the term of your loan, your contact will be Jumbo Capital who will assist you and your borrower(s) with the following:

1. Loan statements
2. Loan balances
3. Extension requests
4. Loan increase requests
5. Discharge requests
6. Assistance with arrears
7. Updated valuations

Generally, there are minimal reporting requirements, though we encourage an open dialogue to address any issues early. For serviced loans, we provide interest reminders before each interest payment date.

Repayment of your loan with Jumbo Capital

The loan must be repaid by the agreed maturity date to avoid additional fees and penalties.

We strive to work constructively with borrowers in the event of delays, on a case-by-case basis.

Prior to repayment, we provide a payout statement, and the lawyers on each side manage the flow of funds and the release of securities.



Fast Funding. Big Thinking. Jumbo Results.