# 2016 CANSTAR RATINGS CANSTAR REPORT



Package Home Loans



# Package Home Loans January 2016

## Foreword

With our home ownership rate staying steady at 70% since the 1960s, there's no doubt it's still the Australian dream to own your own home or investment property. We invest a lot of time, research, and emotion into the many decisions we make along the way to getting there. Thankfully, CANSTAR is here to help when it comes to your financial decisions – and there are ways to save over the life of your home loan.

A package home loan can result in significant savings, from a lower interest rate to discounts on the banking and insurance products included in the package.

As an example, over the 25-year loan period, home loan monthly repayments on a \$500,000 loan at a 4% interest rate would be \$2,639 compared to \$2,922 at 5%. This is a saving of \$283 a month, which will equate to \$3,405 a year. (Try our Home Loan Repayment Calculator and you'll see what we mean.)

In 2015, CANSTAR researched 37 package products from 33 lending institutions. The home loan packages researched not only offer home loans but also allow a consumer to take out a credit card and a deposit account with no annual or account-keeping fees. Read on to find which package home loans provide outstanding value for Australian home buyers and property investors.



Mitchell Watson Research Manager

# What is the current home loan environment?

There isn't a day when property prices aren't mentioned in the media. But what is the real state of home ownership and the home loan environment in Australia?

#### How many Australians own their home?

Australian home "ownership", *including* those who have a mortgage, has remained stable at around 70% since 1961, and 2015 proved no different (RBA, 2015). However, the percentage of Australians who own their home outright has fallen from 42% in 1994-1995 to 31% in 2011-2012, according to the AIHW's *Australia's Welfare 2015* report.

#### How many Australians have a mortgage?

More Australians are paying off a mortgage than ever before, at 37% in 2012 compared to 30% in 1994 (AIHW, 2015). In 2015, mortgagees



were using an average of 31.5% of their annual income to pay home loan repayments (REIA, 2015).

Nearly 40% of the new home loans in 2015 were investment loans, with NSW showing the highest rate with 45% of home loans being investment loans (RBA, 2015). This is a significant increase from 2011, when investors made up 30% of the home loans market.

More than 1.3 million Australians used negative gearing in 2014-2015, showing that while we have become a nation of landlords, many do not recoup in full the cost of holding that investment each year (ABC, 2015).

# What have house prices done over the past 12 months?

In December, the Real Institute of Australia
(REIA) reported that the rise in median house
prices had slowed to 2.3% for houses and 2.1% for other
dwellings.

Looking at the weighted median across our nation's eight capital cities, **the average house** now costs \$698,826 (REIA, 2015). For other dwellings, **the average dwelling** in Australia now costs \$549,125. The <u>ABS</u> reported a similar mean price in 2015 for **residential dwellings** in general, at \$612,000.

Naturally, house prices vary by location across the country. Sydney saw an increase of a staggering 22.6% over the course of 2015, with average property prices breaching the \$1 million high water mark. Meanwhile, Hobart still had a median property price at just one third of this price, and Perth saw a drop of 5% in house prices as WA's mining population slowly began an exodus.

These figures amount to quite a considerable home loan balance, even when Loan to Value Ratios as high as 90-95% are made available. This is why it's so important to get a home loan with an interest rate and features that work for you, not against you.

# What are the current home loan interest rates?

We have more detailed information on the current minimum, maximum, and average interest rates on offer for Package Home Loans, but what about home loan rates in general in 2015?

Here is the range of comparison interest rates we saw in 2015 through our CANSTAR database, for the \$500k loan you might need for "the average dwelling":

%

Variable Rate: 3.86% - 6.28%

1-Year Fixed Rate: 4.00% - 5.92%

**2-Year Fixed Rate:** 3.96% - 5.77%

**3-Year Fixed Rate:** 3.96% - 5.65%

**5-Year Fixed Rate:** 4.13% - 5.79%

# What is a Home Loan Package?

A package home loan simply combines your home loan and other commonly-used financial products into one bundle. Usually a package home loan will offer the option to include the following products:

- Home loan
- · Mortgage offset account
- Deposit accounts (e.g. transaction account and/or savings accounts)
- · Credit cards

- Discounted general insurance options (e.g. home and contents insurance, landlord insurance, and car insurance)
- Discounted risk insurance options (e.g. life insurance, TPD insurance, trauma and income protection insurance)
- · Discounted financial planning and share trading

In return for packaging all the products together, the financial institutions rated by CANSTAR do not have any annual or account-keeping fees on their deposit accounts and credit cards when bundled with a home loan. When you consider the various discounts that are available for each of the bundled products, the <u>savings can add up considerably</u>.

## What type of discounts, on average, apply to packages?

We took a look at the winning packages of our star ratings to see what discounts you could get from an outstanding value loan. First, here are the discounts that apply to the home loan interest rate:

	ANZ Breakfree Package	Newcastle Permanent Premium Plus Package	Westpac Premier Advantage Package
Residential, Variable Home Loa	an		
\$150,000 - \$249,999	0.50%	0.00%	0.70%
\$250,000 - \$499,999	0.80%	1.33%	0.90%
\$500,000 - \$749,999	0.90%	1.33%	0.90%
\$750,000 - \$1m	0.90%	1.33%	1.00%
Residential, 3-Year Fixed Home	e Loan		
\$150,000 - \$1m	0.15%	0.00%	0.20%
Investment, Variable Home Lo	an		
\$150,000 - \$249,999	0.50%	0.70%	0.70%
\$250,000 - \$499,999	0.80%	0.70%	0.90%
\$500,000 - \$749,0000	0.90%	0.75%	0.90%
\$750,000 - \$899,9999	0.90%	0.85%	1.00%
\$900,000 - \$1m	0.90%	0.90%	1.00%
Investment 3 Year Fixed Home	Loan		
\$150,000 - \$1m	0.15%	0.00%	0.20%

Source: <u>www.canstar.com.au</u>

Secondly, when it comes to the insurance products bundled into these Package Home Loans, the following are some of the discounts you can expect to see on offer:

	Min Discount	Max Discount	Average Dis- count
Discounted Car Insurance	5%	20%	9%
Discounted Landlord Insurance	5%	15%	10%
Discounted Home & Contents Insurance	5%	20%	11%
Discounted Income Protection Insurance	10%	10%	10%
Discounted Life Insurance	5%	10%	6%

Source: <u>www.canstar.com.au</u>. These figures have been rounded to the nearest percent for the purposes of comparison.



# Package Home Loan Interest Rates and Fees

#### **Interest Rate**

The interest rate on your package home loan depends on the type (variable or fixed) and the term you choose (e.g. 1-year fixed) as well as whether the loan is owner-occupier or investment. Across all the products assessed, the average package discounts are as follows:



## **Residential Home Loans**

Table 1: Residential, Variable Rate Loans

		Standalone Mortgage	Part of the Package	Difference
	\$250k	4.87%	4.67%	-0.20%
Average Interest Rate	\$500k	4.86%	4.55%	-0.31%
	\$750k	4.86%	4.52%	-0.34%

Source: www.canstar.com.au. Based on products researched for the Star Ratings

Table 2: Residential, 3-Year Fixed Rate Loans

		Standalone Mortgage	Part of the Package	Difference
	\$250k	4.40%	4.32%	-0.08%
Average Interest Rate	\$500k	4.40%	4.32%	-0.08%
	\$750k	4.40%	4.31%	-0.09%

Source: www.canstar.com.au. Based on products researched for the Star Ratings



#### **Investment Home Loans**

**Table 3: Investment, Variable Rate Loans** 

		Standalone Mortgage	Part of the Package	Difference
	\$250k	5.04%	4.87%	0.17%
Average Interest Rate	\$500k	5.03%	4.78%	-0.25%
	\$750k	5.03%	4.75%	-0.28%

Source: www.canstar.com.au. Based on products researched for the Star Ratings

Table 4: Investment, 3-Year Fixed Rate Loans

		Standalone Mortgage	Part of the Package	Difference
	\$250k	4.57%	4.51%	-0.06%
Average Interest Rate	\$500k	4.56%	4.51%	-0.05%
	\$750k	4.56%	4.51%	-0.05%

Source: www.canstar.com.au. Based on products researched for the Star Ratings





The trade-off for the discounts available on a package home loan is the ongoing annual fee. It can be steep – often around the \$300 mark – but it does encompass all the products in the package. Here are the minimum, maximum, and average fees you can expect for a \$500k loan with an 80% LVR, when compared to the standalone mortgage.

Table 5: Residential, Variable Rate Loan Fees

	Standalone Mortgages			Part	of Package Mortg	ages
	Upfront Fee	Ongoing Annual Fee	Discharge Fee	Upfront Fee	Ongoing Annual Fee	Discharge Fee
Min	Nil	Nil	Nil	Nil	Nil	Nil
Max	\$1,180.00	\$399.00	\$808.00	\$850.00	\$750.00	\$259.40
Average	\$558.52	\$63.99	\$246.17	\$145.75	\$335.51	\$259.40

Source: www.canstar.com.au. Based on products researched for the Star Ratings

Table 6: Residential, 3-Year Fixed Rate Loan Fees

	Standalone Mortgages			Part	of Package Mortg	ages
	Upfront Fee	Ongoing Annual Fee	Discharge Fee	Upfront Fee	Ongoing Annual Fee	Discharge Fee
Min	Nil	Nil	Nil	Nil	Nil	Nil
Max	\$1,180.00	\$398.00	\$808.00	\$1,020.00	\$750.00	\$256.67
Average	\$579.40	\$62.85	\$251.18	\$242.73	\$295.71	\$256.67

Source: <u>www.canstar.com.au.</u> Based on products researched for the Star Ratings

# Pros and Cons of a Package Loan

There are savings to be made, but a package loan won't be for everyone. Who may be suited to a package loan, and who may not be?

#### You may be suited to a package loan if...

- Saving money is your ultimate driver. The lower interest rates and fees will outweigh the cost of the package.
- The convenience of banking with one institution appeals greatly.

- You know you will use the majority of other financial products included in the package.
- You intend to borrow at least \$150,000 or more on your home loan.
- You would prefer a flexible, highly featured loan.

#### You may not be suited to a package loan if...

- You won't use the products included in the package, and thus get only limited benefit from it.
- The annual fee is not outweighed by the savings, because of the way you use/don't use the package.
- You can find a credit card or insurance better suited to your needs elsewhere.

# Which package product offer outstanding value?

In 2015, CANSTAR researched 60 package home loans currently on offer from 46 lenders in Australia, and then rated the 37 products which meet our eligibility criteria. Read on to find which package home loans provide outstanding value for Australian home buyers.

## What we look for - eligibility criteria for a package home loan

We rated loans for an amount of \$250,000, \$500,000, and \$750,000. We give the most weight to the result indicated for the loan amount of \$500,000 since it is on average what most Australians will need for a home loan.

In order to be considered for a CANSTAR Star Rating, home loan packages must meet the following requirements:

- Available for both residential and investment purposes.
- Offers both 3-year fixed and variable rates.
- Annual fee on the credit cards must be waived.
- Account-keeping fee on the deposit accounts must be waived.

These eligibility requirements make sure that you get to see only the products that are worth looking at.

#### Who offers outstanding value in 2016?

CANSTAR congratulates this year's three winners of our award for outstanding value in Package Home Loans:







Being package products, each of these winner's package home loans can be put together in many different ways, with different combinations and included products to suit your financial preferences. Our ratings system is unique and complex, but what follows here is a summary of the simplest reasons why these products provide outstanding value for your packaged banking needs.



**Home Loan Package** 

# ANZ ANZ Breakfree

ANZ's Breakfree product offers the following extra package features: free financial planning; and discounted car insurance, home and contents insurance, and landlord insurance.



ANZ has a long history, founded in 1835 in London and Sydney as the Bank of Australasia and moving into Melbourne in 1838. As one of the Big 4 Banks in Australia, ANZ is the largest banking group in the Pacific and New Zealand region, and is ranked among the top 50 banks in the world. Customers can track their investments on their smartphone or tablet with ANZ's mobile app, Grow.

The Australian community benefits from ANZ's GIVE program, which stands for their activities in Giving, Investing, Volunteering, and Emergency Relief. To help Australians learn better money skills, ANZ created the free, online MoneyMinded education course, used by 360,000 people in 2015 alone. It really works – 7 out of 10 people who completed MoneyMinded said they felt less stressed about their financial future. ANZ also funds worthy causes through three types of community grants.

ANZ protects the environment through responsible business lending, climate change prevention, and sustainable sourcing. ANZ's sustainability highlights in 2015 included reducing greenhouse gas emissions by 8%, using 81% renewable energy to transition to a lower carbon economy (exceeding a target of 79%), reducing paper usage by 14%, and recycling 60% of waste. They took it further by encouraging employees adopting flexible working practices to cut down on long commutes to work – and 87% took them up on it. They also invested in educating their overseas corporate customers and partners about sustainable business practices.

# NEWCASTLE PERMANENT Newcastle Permanent Premium Plus Package

Newcastle Permanent's Premium Plus Package product currently offers one of the lowest interest rates when compared to other institutions. As for other package features, this product offers the following: free financial planning; discounted car insurance, home and contents insurance, landlord insurance; and a very broad choice of home loan products.



Newcastle Permanent was founded in 1903 as a Starr-Bowkett society to help low income families afford to buy their own home, and it remains 100% customer-owned today. At the time of writing, Newcastle Permanent serves the financial needs of around 320,000 Australians. Newcastle Permanent offers a school banking program and a Money Minder savings account to teach your child good savings habits.

Every year, Newcastle Permanent invests more than \$1.5 million through its Community Support program. This program supports local community interests such as surf lifesaving and Active Schools programs. The Newcastle Permanent Charitable Foundation makes a difference in the lives of disadvantaged members of our community by providing grants to projects that provide practical help.

To protect our precious environment, Newcastle Permanent focus on recycling, minimising water usage and energy consumption, and donating old computers and electronics to charitable organisations who need them.

# **WESTPAC Westpac Premier Advantage**

Westpac's Premier Advantage product offers the following outstanding package features: discounted share trading; term deposit benefits; and discounted car insurance, home and contents insurance, landlord insurance, income protection insurance, and life insurance.



Westpac was Australia's first bank, and its first company. Established in 1817 as the Bank of New South Wales, Westpac now serves around 13 million customers and is one of the big four Australian banks. They own a number of other banking brands including St. George, Bank of Melbourne, BankSA, and RAMS.

As for their community focus, Westpac directly supports disaster relief for businesses and communities, addressing financial and educational disadvantage in Aboriginal and Torres Strait Islander communities, and microfinance for marginalised small business people. Westpac supports community organisations in particular by providing financial solutions for Not-For-Profit businesses and long-term group community partnerships. Their Westpac Foundation funds innovative social enterprises that are making a difference in the world. Westpac also has an employee volunteering scheme and a workplace giving program.

When it comes to protecting the environment, Westpac is working hard: tackling climate change in 5 key ways, reducing water consumption to meet the targets in the UN CEO Water Mandate, and restoring Australia's unique biodiversity. They have reduced their greenhouse gas emissions by 40% since 1996. They also participate in several external initiatives to help improve the environmental performance of their business, such as the UN Global Compact and UNEPFI.



# METHODOLOGY HOME LOAN PACKAGE

#### What is the CANSTAR Home Loan Package Star Rating?

CANSTAR *Home Loan Package Star Rating* uses a sophisticated and unique ratings methodology that compares both Cost and Features across packaged products. CANSTAR star ratings represent a shortlist of financial products, enabling consumers to narrow their search to products. CANSTAR *Home loan Package Star Rating* is a transparent analysis comparing all types of home loan package products.

# What types of products are evaluated by CANSTAR Home Loan Package Star Rating?

Home Loan Packages allow consumers to bundle home loans, credit cards and deposit accounts together. CANSTAR *Home Loan Package Star Rating* aims to recognise institutions that offer outstanding value products to consumers across all three product areas.



#### Eligibility

In order to be considered for a Star Rating, home loan packages must meet the following requirements:

- Home Loan package must be available for residential and investment purposes
- Home Loan package must offer both 3 year fixed and variable rates
- Annual fee on the credit cards must be waived
- Account keeping fee on the deposit accounts must be waived

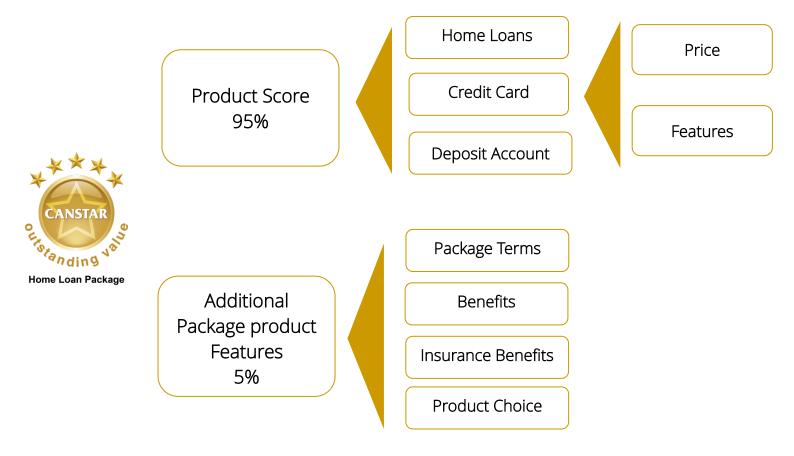


#### How is the CANSTAR Home Loan Package Star Rating calculated?

CANSTAR *Home Loan Package Star Rating* is a consumer friendly benchmark or value index. Each product reviewed for the Star Rating is awarded points for its comparative Pricing and for the array of positive Features attached to the product. Points are then aggregated to achieve a Product Score and Package Feature score.

To arrive at the total score CANSTAR applies a weight (w) against the Product and Package Feature scores. This method can be summarised as:

TOTAL SCORE = PRODUCT SCORE + PACKAGE FEATURE SCORE



Outstanding value Home Loan Packages are products that offer great value home loans, credit cards and deposit accounts with the addition of extra package features. Each product within the package is assessed separately on price and features. The top performing product from each category is represented within the package. Points are assigned for a range of positive features attached to the package.

#### **Product Score**

Within the Product Score, Home Loans are allocated the most weight, as it is the biggest component of the Home Loan Package. The rest of the weight is distributed between credit cards and deposit accounts.

	Home Loan	Credit Card	Deposit Account
Weight	85%	10%	5%

Within Home Loans both Residential and Investment loans are considered, with the following weights applied:

Home Loans				
	Weight			
Residential Home Loan	65%			
Investment Home Loan	35%			

The weighted average of Residential and Investment loans price and feature scores will be taken into account to arrive at the Total Home Loan Score for the Star Rating.

#### **Home Loans**

The Methodology for Home Loans considers the price and features associated with different loan types.

The weights assigned for each Home Loan type are as follows:

	Price Score	Feature Score
Variable	80%	20%
3 Year Fixed	80%	20%

#### Price Score - Home Loans

The Pricing Score of Home Loans is based on the cost of a home loan over 25 years and includes interest cost, upfront and ongoing fees.



Loan Amount	Weight
\$250,000	40%
\$500,000	50%
\$750,000	10%

The weighted average of the above loan amounts is used to calculate the total pricing score.

For the full Home Loans methodology please refer to <u>CANSTAR Home Loans Star Rating</u>.



#### Feature Score - Home Loans

The Feature score for the Home Loan component is based on **CANSTAR Home Loans Star Rating**.

#### **Credit Cards**

Profile	Description	Weight
	Everyday spenders are disciplined credit card	
Everyday Spender	users that pay off their balances every month and	60%
	may be looking to maximize their rewards benefit.	
	Big spenders are credit card users that will put	
Big Spender	large amounts of money through their card each	40%
	month and then pay off their balances.	

The Credit Card score is the weighted average of the total score for the Everyday Spender and Big Spender.

For the full Credit Card methodology please refer to CANSTAR Credit Card Star Rating.

#### **Deposit Accounts**

The price and feature scores for the Deposit account component are based on CANSTAR Savings and Transaction Accounts Star Rating. The Deposit Account score is represented by the top performing product within the "High Transactor" profile.

For the full Deposit Account methodology please refer to <u>CANSTAR Savings and Transactions Accounts Star Rating.</u>

#### **Package Features**

CANSTAR Home loan packages Star Rating not only considers the product assessment, but evaluates additional benefits that are offered to the consumer. Additional package benefits are as follows:

Categories	Weight	Description
Package Terms	15%	Requirements for an individual to obtain this product
Benefits	20%	Discounted financial planning, share trading and other benefits
Insurance Benefits	45%	Insurance discounts on general and risk products
Product Choice	20%	Number of home/investment loan options

#### Does CANSTAR rate all products available in the market?

We endeavour to include the majority of product providers in the market and to compare the product features most relevant to consumers in our ratings. However complete coverage is not always possible and it may be that not every product in the market is included in the rating nor every feature compared that is relevant to you.

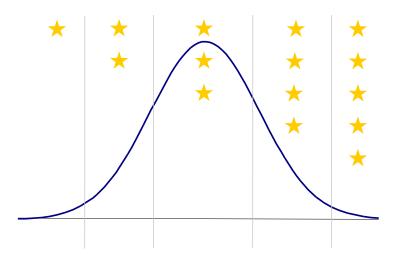
#### How often are products reviewed for awards or star ratings purposes?

All ratings are fully recalculated every six months based on the latest features offered by each provider. CANSTAR also monitors changes on an ongoing basis. The results are published in a variety of mediums (newspapers, magazines, television, websites, etc.)



#### How are the stars awarded?

The total score received for each profile ranks the products. The stars are then awarded based on the distribution of the scores with the objective to award the top 5-10% of products with the CANSTAR five-star rating.



#### Does CANSTAR rate other product areas?

CANSTAR researches, compares and rates the suite of banking and insurance products listed below. These star ratings and awards use similar methodologies to guarantee quality, consistency and transparency. Results are freely available to consumers, who use the star ratings as a guide to product excellence. The use of similar star ratings logos also builds consumer recognition of quality products across all categories. Access the CANSTAR website at <a href="https://www.canstar.com.au">www.canstar.com.au</a> if you would like to view the latest star ratings and awards reports of interest.



- · Account-based pensions
- · Business life insurance
- · Deposit accounts
- · Health insurance
- · Life insurance
- Online bankingPersonal loans
- · Term deposits
- · Youth banking

- · Agribusiness
- · Car insurance
- · Direct life insurance
- · Home & Contents
- Managed investmentsOnline share trading
- Reward programs
- · Travel insurance
- Business banking
- Credit cards
- · First home buyer
- Home loans
- Margin lending
  Package banking
- · Superannuation
- · Travel money cards

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		Hor	ne Loan	Packag	es					
			Variable	Mortgage F	tate (%)*		In	surance Disco	ounts	
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
<b>★★★★</b> "Outstanding Valu	ie.									
ANZ	Breakfree	\$375.00	4.76	4.66	4.66	~	~	×	<b>✓</b>	×
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility	_		
	90%			~		•	/			
Credit Cards	Credit Card Name	Rewards Program Annual Fee Waived						-		
	Balance Visa	<i>V V</i>								
	First		×			<b>v</b>				
	Frequent Flyer Platinum			~		•	<i>'</i>			
	Low Rate					<b>✓</b>				
	Low Rate Platinum			×		•	<i>'</i>			
	Platinum			×		<b>✓</b>				
	Rewards			~		•	<i>'</i>			
	Rewards Platinum			~		•	<i>'</i>			
Transaction Accounts	Transaction Account Name		Fre	e Transactio	ons	Ongoing F	ee Waived	_		
	Access Advantage			×		•	/			
	One - 100% Offset			×		•	/			
Newcastle Permanent	Premium Plus Package	\$375.00	3.99	3.99	3.99	<b>✓</b>	<b>✓</b>	×	<b>✓</b>	×
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility			
	95%			~		•	/			
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived	_		



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#### Home Loan Packages Variable Mortgage Rate (%)\* **Insurance Discounts Package Company Product** Life **Income Protection** Car Landlord Home and 750k **Annual Fee** 250k 500k Contents Insurance Insurance Insurance Insurance ★★★★★ "Outstanding Value" V Value+ Credit Card Free Transactions **Ongoing Fee Waived Transaction Accounts Transaction Account Name** Everyday Account Rapid Saver Passbook Rapid Saver Statement 1 1 Statement Savings Account Westpac Premier Advantage \$395.00 4.78 4.78 4.68 ~ Maximum LVR **Redraw Facility** Offset Facility Mortgage V 95% **Rewards Program Credit Card Name Annual Fee Waived Credit Cards** 55 Day Classic 55 Day Platinum X ~ Altitude ~ ~ Altitude Black Altitude Platinum Low Rate Visa Card **Transaction Account Name Free Transactions Ongoing Fee Waived Transaction Accounts** Choice \*\*\*



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#### Home Loan Packages Variable Mortgage Rate (%)\* **Insurance Discounts Package Company Product** Car Life Landlord **Income Protection** Home and 750k **Annual Fee** 250k 500k Contents Insurance Insurance Insurance Insurance \*\*\*\* **Bank Australia** Premium Package \$350.00 4.29 4.19 4.09 Maximum LVR **Redraw Facility** Offset Facility Mortgage 95% **Credit Cards** Credit Card Name **Rewards Program Annual Fee Waived** Platinum Rewards Visa Credit Card **Free Transactions Ongoing Fee Waived Transaction Accounts** Transaction Account Name Mortgage Offset X X **Bank of Sydney Expect More** \$395.00 4.46 4.46 4.46 **Maximum LVR Redraw Facility** Mortgage Offset Facility V 90% **Rewards Program Annual Fee Waived Credit Cards Credit Card Name** Visa Classic Visa Platinum **Transaction Accounts Transaction Account Name Free Transactions Ongoing Fee Waived** Everyday Saver Smart Net Account \$395.00 4.08 4.08 4.08 X X X X **Bankwest** Complete Home Loan Package Maximum LVR **Redraw Facility** Offset Facility Mortgage ~ 80%



		Hor	me Loan	Packag	es					
			Variable	Mortgage F	Rate (%)*		lr	surance Disco	ounts	
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
***										
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived			
	More Platinum MasterCard			~		•	/			
	Qantas Platinum MasterCard			~		•	/			
Transaction Accounts	Transaction Account Name		Fre	e Transactio	ons	Ongoing F	ee Waived	_		
	Mortgage Shredder Offset			<b>~</b>			<b>/</b>			
Commonwealth Bank	Wealth Package	\$395.00	5.10	5.00	4.90	<b>✓</b>	<b>✓</b>	×	<b>✓</b>	×
Mortgage	Maximum LVR		Redraw Facility			Offset	Facility	_		
	95%			<b>~</b>			<b>/</b>			
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived	_		
	Business Awards			<b>~</b>			<b>/</b>			
	Business Gold Awards			<b>~</b>			<b>/</b>			
	Business Platinum Awards			<b>~</b>			/			
	Diamond Awards			<b>~</b>			/			
	Gold Awards			~		•	/			
	Low Fee Gold MasterCard			×		•	/			
	Low Fee MasterCard			×		•	/			
	Low Rate Gold MasterCard			×			/			
	Low Rate MasterCard			×		•	/			
	Platinum Awards			~		•	/			



		Hor	me Loan	Packag	es					
			Variable	Mortgage	Rate (%)*		lr	nsurance Disc	ounts	
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
***										
	Standard Awards			~		•	/			
Transaction Accounts	Transaction Account Name		Fre	e Transacti	ons	Ongoing F	ee Waived			
	Complete Access			×			/	_		
	Mortgage Interest Saver 100% Offset			×			/			
	Smart Access			×			/			
	Streamline Basic		<b>x</b>		·					
Heritage Bank	Home Advantage	\$350.00	4.13	4.13	4.08	<b>✓</b>	<b>✓</b>	×	×	×
Mortgage	Maximum LVR		R	edraw Facili	ty	Offset	Facility	_		
	95%			~			/			
Credit Cards	Credit Card Name		Re	wards Progi	am	Annual Fe	ee Waived	_		
	Classic			~			/			
	Gold Low Rate			×		•	/			
	Platinum			~		•	/			
Transaction Accounts	Transaction Account Name		Fre	e Transacti	ons	Ongoing F	ee Waived	_		
	Cash Management Account			<b>~</b>			/			
	Money Manager Account			~			/			
	Mortgage Crusher		<b>v</b>			/				
	Simply Access			<b>✓</b>			/	_		
NAB	Choice Package	\$395.00	4.75	4.75	4.70	<b>✓</b>	×	×	~	×



		Hor	me Loan	Packag	es					
			Variable	Mortgage I	Rate (%)*		lr	surance Disco	ounts	
Company	Product	Package Annual Fee	250k	250k 500k 750k		Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
***										
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility	_		
	95%			~		•	/			
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived	_		
	flybuys Rewards Card			<b>~</b>		•	/			
	Low Fee MasterCard			×		<b>∨</b>				
	Low Fee Visa Card		×			<b>v</b>				
	Premium Visa Card			×		•	/			
	Qantas Rewards Card			~		•	/			
	Qantas Rewards Premium Card			~			/			
	Velocity Rewards Card			~		•	/			
	Velocity Rewards Premium Card			<b>v</b>		•	/			
Transaction Accounts	Transaction Account Name		Fre	e Transacti	ons	Ongoing F	ee Waived			
	Classic Banking			×		•	/			
NAB (Exclusive to Brokers)	Homeplus Package	Nil	4.64	4.64	4.61	×	×	×	×	×
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility	_		
	95%			•		•	/			
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived	_		
	flybuys Rewards Card		V			<b>✓</b>				
	Qantas Rewards Premium Card		<b>v</b>				/			



		Hor	me Loan	Packag	es					
			Variable	Mortgage F	Rate (%)*		In	surance Disco	ounts	
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
***										
	Velocity Rewards Premium Card			~		•	/			
Transaction Accounts	Transaction Account Name		Fre	e Transactio	ons	Ongoing F	ee Waived	_		
	Classic Banking		×							
Suncorp Bank	Home Package Plus	Nil	4.30	4.25	4.25	<b>✓</b>	×	×	~	×
Mortgage	Maximum LVR		Redraw Facility Offset Facility					_		
	80%		<b>,</b>		<b>,</b>					
Credit Cards	Credit Card Name		Rev	Rewards Program		Annual Fe	e Waived	_		
	Gold Card			<b>~</b>			/			
	Platinum Card			~		•	/			
	Standard Card			×		•	/			
Transaction Accounts	Transaction Account Name		Fre	e Transactio	ons	Ongoing F	ee Waived	_		
	Everyday Options			×		•	/			
	Everyday Options Sub-account			×		•	/			
***								-		
Bank of Melbourne	Advantage Package	\$395.00	4.75	4.70	4.70	~	X	~	×	<b>✓</b>
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility			
	95%		· ·		•	/	_			
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived	_		
	Amplify Classic			<b>~</b>			<u> </u>	_		



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#### Home Loan Packages Variable Mortgage Rate (%)\* **Insurance Discounts** Package **Company Product** Car Life **Income Protection** Landlord Home and 750k **Annual Fee** 250k 500k **Contents** Insurance Insurance Insurance Insurance \*\*\* Vertigo Platinum V Vertigo Visa **Free Transactions Transaction Accounts** Transaction Account Name **Ongoing Fee Waived** Complete Freedom 1 X **BankSA** Advantage Package \$395.00 4.75 4.70 4.70 Maximum LVR **Redraw Facility** Offset Facility Mortgage 95% **Credit Cards Credit Card Name Rewards Program Annual Fee Waived Amplify Classic** Vertigo Platinum Vertigo Visa **Transaction Accounts** Transaction Account Name **Free Transactions Ongoing Fee Waived** Complete Freedom X **BankVic** Premium Home \$375.00 4.59 4.59 4.49 **Maximum LVR Redraw Facility** Offset Facility Mortgage 95% **Rewards Program Annual Fee Waived Credit Cards Credit Card Name** Visa Gold credit card **Transaction Account Name Free Transactions Ongoing Fee Waived Transaction Accounts**



Mortgage

# Home Loan Package Star Ratings

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#### Home Loan Packages Variable Mortgage Rate (%)\* **Insurance Discounts Package Company Product** Car Life Landlord **Income Protection** Home and 750k **Annual Fee** 250k 500k **Contents** Insurance Insurance Insurance Insurance \*\*\* 1 EzePay X X X **Beyond Bank** Total Home Loan \$395.00 4.84 4.39 4.39 **Maximum LVR Redraw Facility** Offset Facility Mortgage 95% **Rewards Program Annual Fee Waived Credit Cards** Credit Card Name Low Rate Visa Credit Card **Transaction Accounts Transaction Account Name** Free Transactions **Ongoing Fee Waived** Access Savings Account S1 1 Retirement Account S50 **Beyond Bank** Pinnacle +Plus Pkg Nil 5.04 4.84 4.84 X X **Redraw Facility** Offset Facility Mortgage Maximum LVR 95% **Credit Cards** Credit Card Name **Rewards Program Annual Fee Waived** Low Rate Visa Credit Card **Free Transactions Ongoing Fee Waived Transaction Accounts Transaction Account Name** Access Savings Account S1 Retirement Account S50 Citibank Mortgage Plus \$350.00 4.62 4.58 4.58

**Redraw Facility** 

Offset Facility

Maximum LVR



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#### Home Loan Packages Variable Mortgage Rate (%)\* **Insurance Discounts Package Company Product** Life **Income Protection** Car Landlord Home and 750k **Annual Fee** 250k 500k **Insurance** Contents Insurance Insurance Insurance \*\*\* V 80% **Credit Card Name Rewards Program Annual Fee Waived Credit Cards** Platinum Qantas Signature **Transaction Accounts** Transaction Account Name Free Transactions **Ongoing Fee Waived** Plus Transaction Account X X **Community First CU** Accelerator Home Loan \$395.00 4.47 4.47 4.47 Mortgage **Maximum LVR Redraw Facility** Offset Facility 95% **Credit Cards** Credit Card Name **Rewards Program Annual Fee Waived** Low Rate Visa Cred Card **Free Transactions Transaction Accounts Transaction Account Name Ongoing Fee Waived** Basic Offset Saver X **ECU Australia** Premium Plus Nil 4.77 4.56 4.56 **Maximum LVR Redraw Facility** Offset Facility Mortgage 95% **Credit Cards Credit Card Name Rewards Program Annual Fee Waived** Low Rate Visa Credit Card **Transaction Accounts Transaction Account Name Free Transactions Ongoing Fee Waived**



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#### Home Loan Packages Variable Mortgage Rate (%)\* **Insurance Discounts Package Company Product** Car Life Landlord **Income Protection** Home and 750k **Annual Fee** 250k 500k **Contents** Insurance Insurance Insurance Insurance \*\*\* 1 V Everyday Access S1 X X **Hume Bank** Property Package \$375.00 4.55 4.45 4.45 **Maximum LVR Redraw Facility** Offset Facility Mortgage 97% **Credit Card Name Rewards Program Annual Fee Waived Credit Cards** Gold Loyalty ~ Value **Transaction Account Name Free Transactions Ongoing Fee Waived Transaction Accounts** 1 Flexible Loan Offset X 1 X 4.59 ~ **IMB** Platinum Package \$395.00 4.59 4.59 Maximum LVR **Redraw Facility** Offset Facility Mortgage 95% **Credit Card Name Rewards Program Annual Fee Waived Credit Cards** Low Rate MasterCard Platinum MasterCard **Free Transactions Ongoing Fee Waived Transaction Accounts Transaction Account Name** Every Day Account S4 X Everyday UnLtd (III,SC) ~



		Hor	me Loan	Packag	es					
			Variable	Mortgage F	Rate (%)*		In	surance Disco	unts	
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
***										
Macquarie Bank	Offset Flyer	\$398.00	4.39	4.39	4.34	×	×	×	×	×
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility	-		
	95%			~		•	/			
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived	_		
	Visa Platinum Card			<b>~</b>		•	/			
	Visa RateSaver Card			×		•	/			
Transaction Accounts	Transaction Account Name		Free Transactions			Ongoing F	ee Waived	-		
	100% Offset Account			×		•	/			
NAB	Private Tailored Pkg	\$750.00	4.75	4.75	4.70	<b>✓</b>	×	×	<b>✓</b>	×
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility	-		
	95%			<b>~</b>		•	/			
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived	_		
	flybuys Rewards Card			<b>~</b>		•	/			
	Low Fee MasterCard			×		•	/			
	Low Fee Visa Card			×		•	/			
	Premium Visa Card			×		•	<i>'</i>			
	Qantas Rewards Card			~		•	<i>'</i>			
	Qantas Rewards Premium Card			~		•	/			
	Velocity Rewards Card			~		•	/			



		Hor	me Loan	Packag	es					
			Variable	Mortgage I	Rate (%)*		In	surance Disco	ounts	
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
***										
	Velocity Rewards Premium Card			~			/			
Transaction Accounts	Transaction Account Name		Free Transactions		Ongoing Fee Waived					
	Classic Banking			X		<b>✓</b>		_		
People's Choice Credit Union	Home Loan Package	\$395.00	4.42	4.42	4.42	×	X	×	×	×
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility	_		
	95%		<b>✓</b>			•	/			
Credit Cards	Credit Card Name		Rev	Rewards Program			e Waived			
	Visa Credit Card			×		•	/			
Transaction Accounts	Transaction Account Name		Fre	e Transacti	ons	Ongoing F	ee Waived			
	Everyday Account			×		•	/			
	Offset Account			X			/			
Qld Police Credit Union	Classic Plus	Nil	4.69	4.44	4.44	×	×	×	×	×
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility			
	97%			~		•	/	_		
Credit Cards	Credit Card Name		Rev	wards Progr	am	Annual Fe	e Waived			
	Bluey Card			×		(	/	_		
	Bluey Rewarder Card			~		•	/			
Transaction Accounts	Transaction Account Name		Free Transactions			Ongoing Fee Waived				
	Classic Plus Mort Offset			<b>v</b>		(	/	_		



Mortgage

## Home Loan Package Star Ratings

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#### Home Loan Packages Variable Mortgage Rate (%)\* **Insurance Discounts Package Company Product** Car Life Landlord **Income Protection** Home and 750k **Annual Fee** 250k 500k **Contents** Insurance Insurance Insurance Insurance \*\*\* 1 V On Call Savings Account X **QT Mutual Bank** Teachers' Life Nil 4.52 4.42 4.42 **Maximum LVR Redraw Facility** Offset Facility Mortgage 95% **Rewards Program Annual Fee Waived Credit Cards Credit Card Name** Platinum MyCard **Transaction Accounts Transaction Account Name** Free Transactions **Ongoing Fee Waived** Current Account X ~ Everyday Account 1 **QT Mutual Bank** Choices \$395.00 4.52 4.42 4.42 **Redraw Facility** Offset Facility Mortgage Maximum LVR 95% **Credit Cards** Credit Card Name **Rewards Program Annual Fee Waived** Platinum MyCard **Free Transactions Ongoing Fee Waived Transaction Accounts Transaction Account Name** Current Account Everyday Account X St.George Bank Advantage Package \$395.00 4.74 4.69 4.69 Maximum LVR **Redraw Facility** Offset Facility



		Hor	me Loan	Packag	es					
			Variable	Mortgage F	late (%)*		In	surance Disco	ounts	
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
***										
	95%			~		•	/			
Credit Cards	Credit Card Name		Rewards Progra		am	Annual Fe	e Waived			
	Amplify Classic		<b>,</b>			•	/			
	Vertigo Platinum			×		•	/			
	Vertigo Visa			×		•	/			
Transaction Accounts	Transaction Account Name		Fre	Free Transactions		Ongoing Fee Waived		_		
	Complete Freedom			×		<b>v</b>				
Victoria Teachers Mutual Bank	Education Package Home Loan	\$300.00	4.04	4.04	4.04	<b>✓</b>	×	×	×	×
Mortgage	Maximum LVR		Re	edraw Facili	ty	Offset	Facility	_		
	80%			<b>~</b>		<b>✓</b>				
Credit Cards	Credit Card Name		Rev	vards Progr	am	Annual Fe	e Waived	_		
	Visa Platinum Credit Card			×			<b>/</b>			
Transaction Accounts	Transaction Account Name		Fre	e Transactio	ons	Ongoing F	ee Waived	_		
	Deeming Account S9			<b>~</b>			<b>/</b> 			
	Everyday Account S1			<b>~</b>			<b>/</b> 			
**										
Auswide Bank	Freedom Package	\$395.00	3.98	3.98	3.98	×	×	×	×	×
Mortgage	Maximum LVR		Redraw Facility		Offset	Facility				
	80%			<b>~</b>			<b>/</b>			



		Hor	ne Loan	Packag	es					
			Variable	Mortgage R	ate (%)*		In	surance Disco	ounts	
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
**										
Credit Cards	Credit Card Name		Rev	vards Progra	am	Annual Fe	e Waived	_		
	Platinum MasterCard			~		•				
Transaction Accounts	Transaction Account Name		Free Transactions Ongoing Fee V					_		
	Everyday Access		x							
	Mortgage Offset		· · · · · · · · · · · · · · · · · · ·							
Bendigo Bank	Home Loan Package Plus	Nil	4.88	4.78	4.78	X	×	×	×	×
Mortgage	Maximum LVR		Re	draw Facilit	:y	Offset	Facility	_		
	95%			~		·				
Credit Cards	Credit Card Name		Rev	vards Progra	am	Annual Fe	e Waived			
	Ready Red MasterCard			<b>~</b>			<b>,</b>			
	Ready Red Visa			<b>✓</b>			/			
Transaction Accounts	Transaction Account Name		Fre	e Transactio	ns	Ongoing F	ee Waived	_		
	Mortgage Saver 100% Offset			×			/			
	Retirement Everyday Account			×		•	/			
	Ultimate Account			×			<b>,</b> 			
First Option Credit Union	Packaged Home Loan	\$375.00	4.80	4.80	4.65	×	×	×	×	×
Mortgage	Maximum LVR		Re	draw Facilit	у	Offset	Facility	_		
	95%		<b>v</b>			V				
Credit Cards	Credit Card Name		Rev	vards Progra	am	Annual Fe	e Waived	_		



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#### Home Loan Packages Variable Mortgage Rate (%)\* **Insurance Discounts Package Company Product** Life **Income Protection** Car Landlord Home and 750k **Annual Fee** 250k 500k **Insurance Contents** Insurance Insurance Insurance \*\* Cash Rewards Visa Credit Card ~ Low Rate Visa Credit Card **Free Transactions Transaction Accounts** Transaction Account Name **Ongoing Fee Waived** Access Saver X X **G&C Mutual Bank** Premium Package \$375.00 4.07 4.07 4.07 **Maximum LVR Redraw Facility** Offset Facility Mortgage 95% **Credit Cards** Credit Card Name **Rewards Program Annual Fee Waived** Platinum Visa Credit Card **Free Transactions Ongoing Fee Waived Transaction Accounts** Transaction Account Name Mortgage Offset Account **G&C Mutual Bank** Solutions Package \$350.00 X X X 4.84 4.84 4.84 **Maximum LVR Redraw Facility** Offset Facility Mortgage **Credit Card Name Rewards Program Annual Fee Waived Credit Cards** Low Rate Visa Credit Card **Transaction Accounts Transaction Account Name Free Transactions Ongoing Fee Waived** Access Account X X **Horizon Credit Union** Platinum Loan \$150.00 4.79 4.79 4.79 1



Home Loan Packages												
			Variable	Mortgage F	ate (%)*		In	surance Disc	ounts			
Company	Product	Package Annual Fee	250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance		
**												
Mortgage	Maximum LVR		Re	edraw Facili	ty .	Offset	Facility	_				
	95%		<b>V</b>		×							
Credit Cards	Credit Card Name		Rev	Rewards Program		Annual Fe	e Waived	_				
	Visa Credit Card		x			•	/					
Transaction Accounts	Transaction Account Name		Fre	e Transactio	ons	Ongoing F	ee Waived	_				
	Advantage 25			×		<b>v</b>						
	Advantage 55 S55			<b>V</b>		<b>v</b>						
ME Bank	Member Package	\$395.00	4.09	4.09	4.09	×	×	×	×	×		
Mortgage	Maximum LVR		Re	edraw Facili	:y	Offset Facility		_				
	95%			· · · · · · · · · · · · · · · · · · ·		✓						
Credit Cards	Credit Card Name		Rev	vards Progr	am	Annual Fe	e Waived	_				
	frank credit card			×			<b>/</b>					
Transaction Accounts	Transaction Account Name		Fre	e Transactio	ons	Ongoing F	ee Waived	_				
	EveryDay Transaction Account			×			<b>/</b> 					
	InterestME Savings Account			~		•	/					
	Online Savings Account		×			<b>,</b>						
*												
Hunter United	Package Home Loan	\$295.00	4.85	4.85 4.85 4.85		x x		×	×	×		
Mortgage	Maximum LVR		Re	draw Facili	;y	Offset	Facility	_				



Home Loan Packages										
Company	Product	Package Annual Fee	Variable Mortgage Rate (%)*			Insurance Discounts				
			250k	500k	750k	Home and Contents	Car Insurance	Life Insurance	Landlord Insurance	Income Protection Insurance
*										
	95%			<b>✓</b>		V				
Credit Card Name			Rewards Program			Annual Fee Waived				
	Visa Credit Card		×			<b>V</b>		_		
Transaction Accounts	Transaction Account Name		Free Transactions		Ongoing Fee Waived					
	On Call Savings Account		×			<b>✓</b>		-		