

**Home loans.
What's your
next move?**



Adelaide Bank

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Why choose Adelaide Bank for your home loan?



For starters, nobody knows the local market like the Bank that's born, bred and has its head office where the decisions are made - right here in Adelaide.

We also have a comprehensive range of home loans to suit every need, and the back-up services to make sure you're not just getting a home loan, but developing a relationship with a Bank that can look after all your financial needs.

Your Adelaide Bank home loan offers you:

- A full range of automatic loan repayment and transfer options.
- 24 hour telephone and Internet banking access from anywhere in the world.
- Pre-approved loan amounts so you're free to make offers and bid at auctions within your limit.
- On-the-spot loan approval (subject to verification of information you supply) when you need an answer fast.
- Branches open until 5pm every weekday with a selection also open Saturday mornings.

We have a home loan to suit you.

You can check the features and benefits of each loan on the chart at the back of this brochure. For a brief explanation of each loan type, read on. And for the nitty gritty like current interest rates and fees and charges, talk to our friendly staff or visit our website adelaidebank.com.au

Variable rate.

Our standard mortgage offers great flexibility with:

- an interest rate that can move in line with a current economic conditions
- the option to pay lump sums off your mortgage without penalty
- Greatsaver loan option, with a low variable rate and no monthly fees.

Fixed rate.

Ideal for investors and home buyers who want the security of knowing how much interest is payable during the fixed period. You get:

- an interest rate fixed for one to five years
- the option to refix at the end of the fixed rate period
- the option to repay up to \$20,000 extra per year during the fixed period, without penalty
- 100% offset available.

Split option.

Enjoy the best of both worlds by splitting your loan into two or more portions, combining the security of a fixed rate with the flexibility of a variable rate.

A popular option here is to have one part on a fixed rate Mortgage Tamer Home Loan and the other on a variable rate using Adelaide Bank's HomeBuyer Power - read on to find out more.

Mortgage Tamer Home Loan.

100% control. 100% offset. 100% of the time. Our Mortgage Tamer Home Loan combines a fully featured home loan with all the benefits of a 100% offset account.

It makes life simple by combining all your banking into one easy to use account, but splits your balance into two portions on bank statements and Online Banking so you can see at a glance how much you owe separately from how much you own.

You can use the offset balance as a transactional account depositing your income and accessing funds using Online Banking, phone banking, ATMs, Bank@Post™, EFTPOS facilities and branches.

The good news is not only might you save on account keeping fees, but more importantly, because interest on your loan is calculated on the loan balance (that is the loan amount less the offset balance) the amount of interest you pay reduces.

In effect, the interest you would ordinarily earn on the money you have in the Bank helps to pay off your loan faster.

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With a Mortgage Tamer Home Loan you can choose from:

- a wide variety of interest rate options including introductory and fixed interest rates and still enjoy 100% offset
- principal and interest or interest only* repayment options
- Lo Doc Express, Go-Between, building and split loan options.

HomeBuyer Power.

If you'd like to kiss your mortgage goodbye sooner, all your banking can be simplified into one account, and the power of every cent of your income is harnessed to help reduce your loan as quickly as possible.

Everything you earn is paid straight off your loan, saving you interest. It's like having a normal term home loan and a mortgage offset account in one, plus the convenience of a daily transaction account and a credit card. So whenever you need access to your available funds, it's as easy as withdrawing from a savings account with a Cashcard, optional Visa card and cheque book.

Pick up our brochure 'How to kiss your mortgage goodbye sooner' to find out more about this great home loan account.

Alternatively, use your home equity to build wealth. When you have paid a substantial amount off your home, HomeBuyer Power can be used to borrow against the value of this asset.

Starting from as low as \$20,000 you have a pool of funds to use when and how you wish - for investment,

*Product is interest only for the first 10 years then reverts to a principal and interest loan.

home extensions, a holiday or maybe a new car. You only pay interest on the funds when you choose to draw upon them. You make interest (and fee) only payments for the first ten years, then principal and interest repayments are required for the rest of your loan term.

Again, access to your available funds is simple and instant with a Cashcard, optional Visa card and cheque book.

For more information, pick up a copy of our brochure 'Building wealth from bricks and mortar'.

Lo Doc Express.

Traditionally, being self-employed or having an irregular income meant applying for a home loan was a nightmare of paperwork trying to prove that you could afford the repayments. An Adelaide Bank Lo Doc Express variable loan application requires you to complete a standard application form and sign a declaration of income.

For more information, pick up a copy of our 'Lo Doc Express' brochure.

Home investment.

You can choose any type of Adelaide Bank loan for an investment property with these additional benefits:

- borrow up to 90% of the property's value
- choose to pay interest only for 1 to 10 years, then principal and interest for the remaining term of up to 15 years.

For a complete comparison of all of Adelaide Bank's home loan products, please refer to page 15 of this brochure.

Building and Land.

Building that dream home? With a Building and Land loan, you can:

- borrow up to 95% of the purchase price or our valuation of the house and land (whichever is less), provided you will be the owner-occupier
- borrow up to 90% of the purchase price or our valuation of land only (whichever is less)
- borrow for land only initially, then top up later when you're ready to build.

Go-Between.

If you find a new home or would like to build one but you haven't sold your existing home, this loan lets you:

- take up to 6 months to sell your existing home when purchasing an established property
- take up to 12 months to sell your existing home when building a new property
- use both homes as security to finance the new home
- borrow up to 85% of the value of both homes, including the deferred interest on this new loan.

Making the most of your home loan.

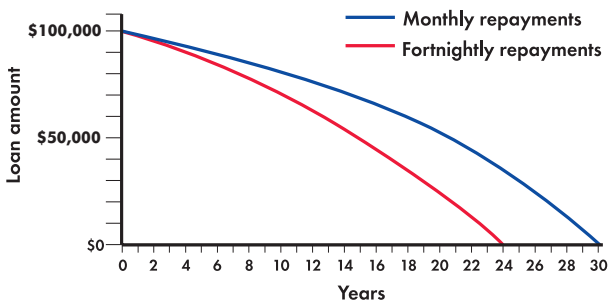
More ways to save money and own your home sooner.

Adelaide Bank's Mortgage Tamer Home Loan and HomeBuyer Power are not the only ways to save money on your mortgage.

Fortnightly repayments.

Look at how something as simple as fortnightly repayments can make a difference.

By paying half a month's repayment every fortnight, you effectively make an extra month's repayment each year. On a \$100,000 loan you can reduce your interest bill by around \$29,000 and own your home six years earlier!



This example is for illustrative purposes only. See page 14.

Additional regular repayments.

In addition to, or even instead of paying fortnightly, you can repay a little extra off your home loan with each repayment you make.

As little as \$10 extra per repayment adds up and can help you own your home sooner.

Account access just about everywhere.

Home loans and daily banking with Adelaide Bank are easily accessible through:

- the Adelaide Bank branch network
- ATMs
- EFTPOS
- Express Line 24 hour telephone banking
- Online Banking on the Internet
- BPAY®
- Bank@Post via selected Australia Post outlets right across Australia.

Pick up a copy of our brochure 'Bank when you want to' for more details on these services.

Redrawing extra loan repayments.

Adelaide Bank offers a redraw service on selected home loans.

Redraw enables you to withdraw additional funds you have paid in to your eligible home loan(s) for your own personal use.

The minimum redraw amount is \$500 and you can deposit any amount you don't use back in to your loan at any time.

Available funds can be withdrawn at any of our branches or you can redraw free of charge electronically via Express Line and Online Banking.

Redraw amounts will be added back on to your loan principal.

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What about a deposit? And how much can I borrow?

You can borrow up to 100% of the purchase price of the property you wish to buy or the amount of our valuation of the property (whichever is less). But it is a good idea, however, to save at least 10% as a deposit.

If this is your first home, you may need to show a proven savings record, so be prepared with bank statements or anything else that might help.

And don't forget about extra costs like Government Stamp Duty.

How much you can borrow also depends upon a number of factors including your income, current interest rates and any other loans and expenses you may have.

Transferring an existing mortgage to Adelaide Bank.

Don't be put off by the thought of an endless paper trail - we do most of the work for you. Talk to us and we'll explain how we make it easy to switch to a home loan with Adelaide Bank.

Making sense out of buying a home.

To help take the stress out of buying your home, we've put together a checklist of some of the things you'll need to take care of. Keep it somewhere handy and tick them off as you go.

- Apply to Adelaide Bank for finance as featured in your contract.
- Call Adelaide Bank on 13 22 20 to arrange insurance cover for the property you are buying.
- After the two day 'cooling off' period, pay the agreed deposit amount into the agent's trust account. Remember, auctions don't allow a cooling off period.
- If you're purchasing at auction remember you must pay a 10% deposit at the fall of the hammer, so it's worthwhile asking us about a pre-approved home loan.
- Choose a conveyancer and contact them to discuss any relevant matters.
- If you have any special conditions in your contract e.g. finance required, let the agent and conveyancer know as soon as they have been fulfilled.
- Let the agent and conveyancer know if you change your current address or telephone number.
- Any documents that you receive from your conveyancer should be signed and returned as soon as you receive them.

A few days prior to settlement:

- Arrange a time to collect the keys for your new home from the agent.
- Arrange for gas, electricity and telephone to be transferred to your name.

- Carefully check the settlement statement that you will receive from your conveyancer. It will detail the purchase price, deposit paid, rates, taxes, government charges and all other taxes.
- Pay the amount requested on your settlement statement to your conveyancer's office by the working day prior to settlement.
- Arrange to have your mail re-directed to your new address.

Adelaide Bank insurance services.

As a thank you for choosing an Adelaide Bank home loan, you may be eligible to receive free building insurance cover from the time you sign the purchase contract until settlement, for a maximum of 90 days.*

At settlement we hope you'll choose to continue building insurance cover through us - ask about the range of covers available to you.

You may also be interested in other insurance services we offer, including:

- Home and contents - to cover damage and loss of contents of your home.
- Mortgage protection - to help with repayments should you suffer loss of income due to terminal illness, death or temporary disability.
- Landlords insurance - if you have rental properties we can insure you against rental default and damage by tenants.
- Motor vehicle and travel insurance.

*Refer to page 14.

The home loan process explained.

The steps set out below explain our home loan process, from enquiry to settlement:

Enquiry stage

We offer an extensive range of home loans. To work out which one perfectly suits your needs, simply:

- visit your local Adelaide Bank branch
- call 13 22 20
- go to adelaidebank.com.au or
- arrange a meeting with one of our Mobile Lending Managers, or contact your Broker or Adviser.

We can also give you an indication of how much you can borrow, so you'll know what your home loan budget is.

Application

When you have found a property you're interested in, contact us to apply for an Adelaide Bank home loan.

When applying, we will require some financial documents including proof of income, savings history and proof of deposit. Your lender will be able to provide you with a list of information required.

Property valuation

We have an accredited Adelaide Bank valuer who will perform a valuation on the property to ensure you are getting what you are paying for.

Conditional approval

A conditional approval letter will be sent to you detailing your loan amount subject to a property valuation and other conditions which may include Lenders Mortgage Insurance.

Continued next page.

Formal approval

A letter will be sent confirming our formal approval followed by your Loan Security documentation detailing the terms and conditions of your loan. Please read these documents carefully before signing. As soon as you have signed all the necessary documents, you will need to return them to us in readiness for settlement of your home loan.

You will also need to take out home and contents insurance to protect your valuable new asset. Adelaide Bank will be able to assist with this.



Loan settlement

It normally takes 4 – 8 weeks to get to this point from the time your deposit is paid and contracts have been signed. Together with your conveyancer, Adelaide Bank will arrange the settlement of your property.



Settlement letter

After settlement of your loan, you will receive a letter from Adelaide Bank detailing the settlement and your repayments.

Time to talk.

Whether you're ready to sign on the dotted line or are just starting to think about a new home, now is a good time to talk to Adelaide Bank. That way, whatever stage you're at, you can approach the matter with confidence and a clear idea of what you can afford and how to go about it.

*Free building insurance is only available from the time of signing a purchase contract until settlement, for a maximum of 90 days. This offer cannot be taken in conjunction with any other special building insurance offers. Terms and conditions apply.

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Each example confined in this document assumes that the home loan is 30 years, that all principal and interest repayments are made on time and that no other event of default has occurred. Numbers may have been rounded to the nearest thousand or one percent where relevant. Fees and charges other than those mentioned in the example are payable. Terms, conditions, fees, charges and normal lending criteria apply. Full details are available on application. Information correct as at November 2006 and is subject to change. Security properties must be in metropolitan or designated country areas.

Choosing the right loan to suit your needs.

Adelaide Bank home loan options		Term loans				Mortgage Tamer Home Loan			HomeBuyer Power		
		Discount	Standard Term Loan	Lo Doc Express	Greatsaver	Discount	Standard Term Loan	Lo Doc Express	Discount Variable	Standard	Lo Doc Express
Description		A low introductory interest rate for 6 or 12 months to get you started.	Our fully featured, flexible, standard product with variable or fixed rate options.	Perfect if you're self-employed, this variable rate loan doesn't require you to provide proof of income.	No need for the bells and whistles? This offers a low ongoing interest rate with basic loan features.	A low introductory interest rate for 6 or 12 months to get you started.	Our fully featured, flexible, standard product with variable or fixed rate options.	Perfect if you're self-employed, this variable rate loan doesn't require you to provide proof of income.	Our line of credit with a low introductory variable interest rate for 12 months.	Pay off your loan sooner and build wealth with our signature line of credit variable rate loan.	Perfect if you're self-employed, this variable rate line of credit doesn't require you to provide proof of income.
Repayment options	Principal and interest	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Interest only	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓
	Make extra repayments	✓	Fixed - max \$20,000 p.a.	✓	✓	✓	Fixed - max \$20,000 p.a.	✓	✓	✓	✓
	Choose your repayment frequency	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Loan features	No monthly fee	✗	✗	✗	✓	✗	✗	✗	✗	✗	✗
	Split loan	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Redraw	✓ \$500 min	✓ \$500 min	✓ \$500 min	✓ \$500 min	✓ \$500 min	✓ \$500 min	✓ \$500 min	✓ Transact on your loan	✓ Transact on your loan	✓ Transact on your loan
	Deposit your salary into your loan	✗	✗	✗	✗	✓ Into the offset portion	✓ Into the offset portion	✓ Into the offset portion	✓	✓	✓
	Transact on your loan	✗	✗	✗	✗	✓ Offset portion	✓ Offset portion	✓ Offset portion	✓	✓	✓
	No proof of income required	✗	✗	✓	✗	✗	✗	✓	✗	✗	✓
	Interest offset	See our Mortgage Tamer Home Loan	See our Mortgage Tamer Home Loan	See our Mortgage Tamer Home Loan	✗	✓ 100% offset	✓ 100% offset	✓ 100% offset	✗	✗	✗

**For more information
call 13 22 20, visit
your local branch or
go to adelaidebank.com.au**

**Alternatively, contact your
Broker or Adviser.**

Adelaide Bank Limited ABN 54 061 461 550

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