

# Your Bank Your News

Special Edition 2019

## CEO Update

Welcome to this special edition of **Your Bank Your News**. G&C Mutual Bank has recently undertaken a comprehensive review of interest rates charged on our home loans and savings/deposits products. When reviewing interest rates or product features, we will always make it a priority to implement equitable changes that strike a fair balance between the competing needs of our borrowing and depositing members.



The current very low rate environment is great news for borrowers, but the vast majority of G&C members do not have a home loan. Many of our savings/depositing members are in retirement or semi-retirement and continue to be impacted by falling interest rates.

In order to accommodate these competing interests, we reduced rates on all home loan products while maintaining competitive and above market rates on our most popular savings and deposit products. The list of our current interest rates is included on Page 4 of this newsletter. Please take a look as our research indicates that we have some of the best rates in the market on many of our products.

In addition to the recent changes we have made to our interest rates, G&C has also undertaken a comprehensive review of our entire product suite. Following this review we are pleased to announce a number of exciting new products as well as a number of enhancements to existing products. As per our recent interest rate review, we have been mindful of the needs of both sets of members - those looking for a loan and those looking to save or deposit funds. Included in this newsletter are the key features of the products that we are relaunching and we hope that you will find a product that suits your particular circumstance. It may be our market-leading reverse mortgage, Retiree Access Home Loan or our Low Rate Visa Credit Card, which offers the lowest rate on a credit card of this type at 7.49% p.a., or even our First Home Premium Package at just 3.29% p.a. We are confident that whatever your stage in life or whatever your product needs, we will have a product to suit.

If you or anyone you know, whether that be a friend, family member, work colleague or neighbour could benefit from these great new products, simply call us on 1300 364 400 or visit [www.gcmutual.bank](http://www.gcmutual.bank) to find out more.

Unlock the equity in your home with our  
**Retirees Access Home Loan<sup>9</sup>**

**5.62% p.a.**  
Interest rate

**5.65% p.a.<sup>2</sup>**  
Comparison rate



**Low Rate Visa Credit Card**

- Award-winning
- Up to 50 days interest free<sup>6</sup>

**7.49% p.a.<sup>7</sup>**



**Platinum Visa Credit Card**

- Earn Qantas points on eligible purchases<sup>8</sup>
- Up to 50 days interest free<sup>6</sup>

**18.74% p.a.<sup>7</sup>**

## Make yourself at home with our **First Home Premium Package**<sup>1</sup>

All in one package for first home buyers

✓ 100% offset ✓ Redraw<sup>19</sup> ✓ Extra repayments

**3.29%**p.a.

Interest rate

**3.32%**p.a.<sup>2</sup>

Comparison rate



## Guarantee your return with a **Term Deposit**<sup>18</sup>

4 month special

**2.05%**p.a.

Interest rate



## Lock in a great rate with our **Fixed Rate Home Loans**<sup>4</sup>

Get Ahead Start Guarantor option also available

✓ Redraw<sup>19</sup> ✓ Flexible repayment options

1 Year Fixed Rate

**3.29%**p.a.<sup>5</sup>

Interest rate

**3.32%**p.a.<sup>2</sup>

Comparison rate



## Make the most of your money with our **Pension Plus Account**<sup>14</sup>

**2.25%**p.a. (\$48,600.01+)

Interest rate



## Start on your bucket list with our **Fair Rate Personal Loan**

✓ No monthly fee ✓ Redraw<sup>19</sup> ✓ Extra Repayments

From

**5.99%**p.a.<sup>12</sup>

Interest rate

**6.20%**p.a.<sup>13</sup>

Comparison rate



# Make your move with our Basic Home Loan<sup>3</sup>

A simple home loan for Owner Occupiers

✓ Redraw<sup>19</sup> ✓ Flexible repayment options

**3.49%p.a.**  
Interest rate

**3.52%p.a.<sup>2</sup>**  
Comparison rate



## Meet our Mobile Lenders

Life is busy and it can be hard to find time to prioritise your finances. That's why our Mobile Lenders are available to meet at a time and place that suits you. Whether you're looking to buy your first home, your next home, refinance or invest, our team of Mobile Lenders are here to help make it easy to find the home loan that's right for you.

**Contact your nearest Mobile Lender for a free financial health check or to book a home or workplace visit now!**



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Eligibility criteria, terms & conditions and fees & charges apply.

1. Maximum loan to valuation ratio 80% without Lender's Mortgage Insurance.

2. Comparison rate based on \$150,000 loan over 25 years. **WARNING:** This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate.

3. New loans only, minimum loan amount \$100,000. Maximum loan to valuation ratio 80% (Owner Occupied) and 75% (Property Investor). Offset account not available on this product.

4. At the end of the fixed rate period the loan will continue as a fixed rate loan for the same period, unless you choose a different fixed rate period or a variable rate product. Offset account not available on this product.

5. Refer to interest rate schedule for full list of interest rates.

6. Providing you pay your account in full each month and by the due date.

7. Interest rate on purchases.

8. You must be a Qantas Frequent Flyer member to earn and redeem Qantas Points. A joining fee may apply. Membership and the earning and redemption of Qantas Points are subject to the Qantas Frequent Flyer Terms and Conditions available at [qantas.com/terms](http://qantas.com/terms). Qantas Points are earned on eligible transactions, in accordance with and subject to G&C Mutual Bank Platinum Visa Credit Card - Qantas Points - Terms and Conditions available on our website.

9. Regular loan repayments are not required. Loan payable on death of member or on vacating or sale of the property.

10. New loans only, minimum loan amount \$300,000. Maximum loan to valuation ratio 80% without Lender's Mortgage Insurance.

11. Interest rate available on new loans only from 15 July 2019.

12. Rates applicable to individual loan contracts may vary.

13. Comparison rate based on secured/unsecured \$30,000 loan over 5 years. **WARNING:** This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate.

14. Interest is calculated daily and paid monthly.

15. Bonus interest paid if account conditions are met each month.

16. Interest is calculated daily on the entire balance at the applicable interest rate and paid monthly.

17. Interest is calculated daily on the entire balance at the applicable interest rate and paid quarterly.

18. These rates apply to retail deposits only. These rates are only offered if the member nominates for interest to be paid on maturity or when the term exceeds one year where interest must be paid annually. For full terms and conditions of these products, please call 1300 364 400 or visit [www.gcmutual.bank](http://www.gcmutual.bank)

19. Minimum redraw amount of \$100 and \$30 service fee applies.

# Interest Rate Schedule

Owner Occupied Home Loans	Principal & Interest		Interest Only	
Variable Rate <sup>11</sup>	Interest Rate	Comparison Rate <sup>2</sup>	Interest Rate	Comparison Rate <sup>2</sup>
Basic Home Loan <sup>3</sup>	3.49% p.a.	3.52% p.a.	N/A	N/A
First Home Premium Package <sup>1</sup>	3.29% p.a.	3.32% p.a.	N/A	N/A
Premium Home Loan Package <sup>10</sup>	3.89% p.a.	3.92% p.a.	4.04% p.a.	4.06% p.a.
Retirees Access Home Loan <sup>9</sup>	5.62% p.a.	5.65% p.a.	N/A	N/A
Fixed Rate <sup>4</sup>	Interest Rate	Comparison Rate <sup>2</sup>	Interest Rate	Comparison Rate <sup>2</sup>
1 Year Fixed Rate	3.29% p.a.	3.32% p.a.	3.39% p.a.	3.41% p.a.
2 Year Fixed Rate	3.49% p.a.	3.52% p.a.	3.59% p.a.	3.61% p.a.
3 Year Fixed Rate	3.39% p.a.	3.42% p.a.	3.49% p.a.	3.51% p.a.
4 Year Fixed Rate	3.59% p.a.	3.62% p.a.	3.79% p.a.	3.81% p.a.
5 Year Fixed Rate	3.79% p.a.	3.82% p.a.	3.99% p.a.	4.01% p.a.

Property Investor (Variable Rate)	Principal & Interest		Interest Only	
Variable Rate <sup>11</sup>	Interest Rate	Comparison Rate <sup>2</sup>	Interest Rate	Comparison Rate <sup>2</sup>
Basic Investor Home Loan <sup>3</sup>	4.07% p.a.	4.10% p.a.	N/A	N/A
Premium Home Loan Package <sup>10</sup>	4.55% p.a.	4.58% p.a.	4.75% p.a.	4.77% p.a.
Fixed Rate <sup>4</sup>	Interest Rate	Comparison Rate <sup>2</sup>	Interest Rate	Comparison Rate <sup>2</sup>
1 Year Fixed Rate	3.49% p.a.	3.52% p.a.	3.59% p.a.	3.61% p.a.
2 Year Fixed Rate	3.59% p.a.	3.62% p.a.	3.69% p.a.	3.71% p.a.
3 Year Fixed Rate	3.59% p.a.	3.62% p.a.	3.69% p.a.	3.71% p.a.
4 Year Fixed Rate	3.79% p.a.	3.82% p.a.	3.99% p.a.	4.01% p.a.
5 Year Fixed Rate	3.99% p.a.	4.02% p.a.	4.19% p.a.	4.21% p.a.

Personal Loans and Car Loans	Interest Rate	Comparison Rate <sup>13</sup>	Credit Cards	Interest Rate <sup>7</sup>
Fair Rate Personal Loan	From 5.99% p.a. <sup>12</sup>	6.20% p.a.	Platinum Visa Credit Card <sup>8</sup>	18.74% p.a.
Fixed Rate New Car Loan	5.99% p.a.	6.25% p.a.	Low Rate Visa Credit Card	7.49% p.a.

Overdraft	Interest Rate	Comparison Rate
Unsecured Overdraft	15.50% p.a.	N/A

Savings Account (changes effective 15th July 2019)			
Inetsaver (\$11) <sup>14</sup>	Interest Rate	Pension Plus (\$12) <sup>14</sup>	Interest Rate
\$0 - \$99,999	0.05% p.a.	\$0 - \$48,600	0.75% p.a.
\$100,000 - \$249,999	0.30% p.a.	\$48,600.01 plus	2.25% p.a.
\$250,000 - \$499,999	0.50% p.a.		
\$500,000 plus	2.50% p.a.		

Savings Account (changes effective 1st August 2019)			Savings Account - No longer offered as a new product (changes effective 1st August 2019)	
Bonus Saver (\$13) <sup>15</sup>		Interest Rate	Bonus Saver Account (\$85 Quay) <sup>16</sup>	
\$1 plus	Base Rate	0.01% p.a.	\$1+	1.25% p.a. (No withdrawals during the month)
	Bonus Rate	1.20% p.a.	\$1+	0.60% p.a. (Withdrawals during the month)
	Total	1.21% p.a.		

Savings Account - No longer offered as a new product (changes effective 15th July 2019)				
Investment Saver (\$83) <sup>16</sup>		Interest Rate	Special Saver Account (\$84) <sup>17</sup>	Interest Rate
\$1 - \$4,999.99		0.15% p.a.	\$1 - \$1,999.99	0.01% p.a.
\$5,000+		0.90% p.a.	\$2,000 - \$4,999.99	0.10% p.a.
Self Managed Super Fund Savings (\$87) <sup>16</sup>			\$5,000 - \$9,999.99	0.10% p.a.
\$1 - \$4,999.99		0.25% p.a.	\$10,000 - \$24,999.99	0.15% p.a.
\$5,000+		1.25% p.a.	\$25,000+	0.50% p.a.

## G&C Mutual Bank

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### Our Service Centres:

Sydney Level 25, 201 Elizabeth Street | Bathurst 203-209 Russell St | Lismore 60 Molesworth Street  
 Malabar Detention Centre, Anzac Parade | Newcastle 328 King Street | Parramatta Level 8, 20 Smith Street  
 Wagga Wagga 125 Baylis Street | Melbourne Level 1, 128 Exhibition Street