



## Product Information

Flexible lending solutions that have been designed to meet the financial and lifestyle needs of your clients aged 60+.

Issue Date: 2 April 2026



<b>Eligibility</b>	<ul style="list-style-type: none"> <li>• Borrowers aged 60+ who own residential property</li> <li>• Available in metropolitan and major regional areas</li> <li>• Property value to be greater than \$600,000</li> <li>• Property types include houses, apartments/units located on less than five hectares</li> <li>• Owner-occupied residential property; secondary properties can also be considered</li> <li>• Applications may be made under Power of Attorney, subject to lender’s approval</li> <li>• Other occupants under the age of 60 residing in the home may be considered</li> </ul>
<b>Loan Parameters</b>	<ul style="list-style-type: none"> <li>• Minimum loan: \$50,000</li> <li>• Maximum loan: \$5,000,000</li> <li>• First mortgage over the residential property</li> <li>• No ongoing payments required during the term of the loan</li> <li>• Voluntary repayments can be made at any time at no cost</li> </ul>
<b>Loan to Value Ratios (LVR)</b>	<ul style="list-style-type: none"> <li>• Maximum LVR is 20% at 60 years old</li> <li>• LVRs increase by 1% for each year – e.g., at 65 the LVR is 25%</li> <li>• Maximum LVR is set at the youngest applicant or approved occupant</li> <li>• LVR is applied to the valuation of the property to determine maximum loan facility size</li> </ul>
<b>Consumer Protections</b>	<ul style="list-style-type: none"> <li>• Lifetime occupancy – customer retains ownership of the home and can live there as long as they choose</li> <li>• No Negative Equity Guarantee – if the loan exceeds the home’s value, the repayable amount is capped at the property’s value</li> <li>• Independent legal advice required</li> <li>• Independent financial advice required only if loan proceeds are to be invested</li> <li>• We recommend clients discuss their situation with Centrelink to understand the potential impact on entitlements</li> </ul>
<b>Fees &amp; Charges</b>	<ul style="list-style-type: none"> <li>• Establishment fee: \$950</li> <li>• Valuation fee: <ul style="list-style-type: none"> <li>• \$0 for properties valued up to \$2M</li> <li>• \$950 for properties valued over \$2M</li> </ul> </li> <li>• Government charges: at cost</li> <li>• No regular advance or drawdown fees</li> <li>• Future variation or consent fee: \$250</li> <li>• Discharge fee: \$250 (plus third-party fees)</li> </ul>
<b>Payment Arrangements</b>	<ul style="list-style-type: none"> <li>• Customer Portal to transfer funds as required (to bank account in &lt;48 hours)</li> <li>• Redraw of repayments (less outstanding interest) is available</li> </ul>

<b>Repayments</b>	<ul style="list-style-type: none"> <li>The loan is fully repayable when a repayment trigger event occurs (unless in default), Repayment trigger events include: <ul style="list-style-type: none"> <li>Property is sold – repayment at settlement</li> <li>Up to 5 years from when the last borrower or approved occupant moves into aged care</li> <li>Within 365 days of when the last borrower or approved occupant passes away or ceases to reside in the property</li> </ul> </li> <li>Loans may be repaid (in part/full) at any time without penalty</li> </ul>
<b>Product Suite</b>	<ul style="list-style-type: none"> <li>The Retirement Refi loan offers a simplified application process and discount rate for clients to refinance an existing home loan and, if required, take a \$25,000 contingency fund; regular repayments are not required</li> <li>The Optional Retirement Interest Only (ORIO) loans allow your clients to take control of mortgage repayments with options to pay all or part of their interest in return for a discounted interest rate</li> <li>The Household Loan is a flexible, purpose-based reverse mortgage that does not require regular repayments</li> </ul>
<b>Broker Remuneration</b>	<ul style="list-style-type: none"> <li>Accredited brokers – 0.8% upfront on drawn funds at settlement / 0.2% trail</li> <li>Referring brokers – \$1,000 flat rate per referral</li> </ul>

	Household Loan	ORIO 50	ORIO 100	Retirement Refi
<b>Description</b>	Managing retirement finances Reverse mortgage that provides flexibility to meet changing needs including access to income and capital	Transitioning to retirement Reverse mortgage that limits (or eliminates) the effect of compound interest	Transitioning to retirement Reverse mortgage that limits (or eliminates) the effect of compound interest	Retirement specific loan. Home loan replacement to improve cash flow
<b>Wealth Available</b>	20% home value @ age 60 + 1%/yr	20% home value @ age 60 + 1%/yr	20% home value @ age 60 + 1%/yr	20% home value @ age 60 + 1%/yr
<b>Terms</b>	Interest accrues to loan account	Optional regular interest payments and repay loan at any time	Optional interest only payment (100%)	Interest accrues to loan account
<b>Interest Rate</b>	8.95% p.a.	8.45% p.a.	7.95% p.a.	8.45% p.a.
<b>Cash flow impact</b>	No regular repayments required	Make reduced interest payments	Make interest payments	No regular repayments required
<b>Access flexibility</b>	Increase or decrease loan amount plus contingency access at any time, without penalty	Increase or decrease loan amount plus contingency access at any time, without penalty	Increase or decrease loan amount plus contingency access at any time, without penalty	Switch to other products at any time
<b>Repayment flexibility</b>	Optional ad hoc repayments and repay loan at any time	Optional regular interest payments and repay loan at any time	Optional regular interest payments and repay loan at any time	Optional ad hoc repayments and repay loan at any time



1300 162 183



[connective.brokers@householdcapital.com](mailto:connective.brokers@householdcapital.com)

**Important Information:**

Connective Reverse is a brand under Connective Credit Services Pty Ltd ACN 143 651 496, Australian Credit Licence 389328 (Connective). Connective is the distributor of Connective Reverse products provided by Household Capital Pty Limited ACN 618 068 214, Australian Credit Licence 545906, who is the servicer for the credit provider, Household Capital Services Pty Limited ACN 625 860 764.



**Connective Reverse**