Ume LOANS® FOR YOU & ME

EVERY DAY IS A SECOND CHANCE

February 2026 **For Internal and Broker Use Only – Do Not Distribute**

Consumer Personal Loan Guidelines

Settle more loans with Ume Loans

- Give your customers the second chance they need
- Cars & leisure assets
- Any age vehicles
- Brokerage up to $1,595
- Commission paid up to 4%
- No early payout fees
- No minimum credit score
- Lite doc options
- Guarantor options
- Finance allowance for comprehensive insurance and warranty
- Fast turnaround times with dedicated broker credit team
- Tier upgrades possible where acceptable reasoning, understanding and evidence of good character has been provided to mitigate criteria
- Common sense credit approach to every deal. If it makes sense we say YES!

Loans from $5,000 to $50,000

Ume Loans – Who are we?

Giving Australian's a financial second chance

Ume Loans was founded back in 2009 to help those customers who do not fit a traditional bank style credit criteria.

Here at UME Loans, we understand that unfortunate circumstances can occur to good, honest people and our goal is to help those people get back on track and offer them the financial second chance they deserve.

We take an over-arching common sense approach when it comes to credit assessment and look to utilise an applicant's strengths to outweigh any potential negatives in their profile or application. We understand that certain circumstances can fall outside of an applicant's control, and we factor in an applicants displayed character and acknowledgement of any previous financial misdemeanours into our assessment and decision making.

Who We Help

- Everyday Australian workers
- Blemished credit history
- New in job
- New in their own business
- Unable to provide full financials
- Buying an asset normally only funded for a prime borrower
- Loan sizes from $5,000 to $50,000

Contact People

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Consumer Personal Loans

We pride ourselves in applying a common sense approach to responsible lending, so if there is a Ume Loans lending guideline that doesn't work for your customer please thoroughly explain your clients circumstances so we may consider an override to our normal policy. We of course reserve the right to approve or decline any application for finance and/or settlement at our discretion. Updated February 2026.

Ume LOANS FOR YOU & ME	PL Basic	PL Improve	PL Exceed
Fixed Interest Rate	29.99%	24.99%	22.99%
Min. Lend	$10,000	$10,000	$10,000
Max. Lend Excl. Fees	$25,000	$40,000	$50,000
Commission % (Excl. Fees & Insurance)	2% of loan advance	3% of loan advance	4% of loan advance
Brokerage Fee	Up to $1,595 (maximum 11% of loan size excluding fees and insurance)	Up to $1,595(maximum 11% of loan size excluding fees and insurance)	Up to $1,595 (maximum 11% of loan size excluding fees and insurance)
Term	Up to 5 years dependent on loan size	Up to 5 years dependent on loan size	Up to 5 years dependent on loan size
Early Exit Fees	NONE, ZERO, ZILCH	NONE, ZERO, ZILCH	NONE, ZERO, ZILCH
Risk Fee	$1,495	$1,195	$995
Other Fees	$25 Monthly Fee $8 PPSR Fee	$25 Monthly Fee $8 PPSR Fee	$25 Monthly Fee $8 PPSR Fee
Establishment Fee	Up to $1,937 (maximum 11% of loan size excluding fees and insurance)	Up to $1,937 (maximum 11% of loan size excluding fees and insurance)	Up to $1,937 (maximum 11% of loan size excluding fees and insurance)

Broker Consumer Personal Loan Lending Criteria

Minimum Comprehensive Credit Score	300	400	550
Length of Employment	3m FT/PT or 6m Casual	6m FT/PT or 12m Casual	Minimum 12 months
Maximum Number of Outstanding Defaults	3	2	1
LVR	150%	150%	150%
Banking Conduct	No more than 8 dishonours evident across 90 days, maximum of 4 financial dishonours.	No more than 5 dishonours across 90 days and days in negative not to exceed 20	No more than 2 dishonours across 90 days and days in negative not to exceed 15
SACC/MACC Lending	No more than 4 providers over 90 days	No more than 3 providers over 90 days	No more than 2 providers across 90 days
Pay Advance Lending	No more than 3 credits across 2 providers in 90 days	No more than 3 credits across 2 providers in 90 days	No pay advance facilities used within 90 days
Buy Now Pay Later Facilities	No restrictions provided the client shows affordability	No more than 3 active facilities evident in 90 days	No more than 2 active facilities evident in 90 days

*Acceptable Purposes include Travel, Weddings, Vehicle Repairs, Vehicle Modifications, Home Improvements, Medical/Dental.
No Debt Consolidation, Home Furnishings, Day to Day Expenses. Proof of Purpose to be supplied by broker.

Effective June 2025

Unsecured Lending Criteria

- **Unsecured Loan Size $10,000-$15,000 between 2-4 Year Term.**
- **Maximum Broker Fee is $550 inc. GST, Maximum Establishment Fee $660.**
- **Unsecured Interest Rate is fixed at 29.99%.**
- **No commission payable on Unsecured Loans.**

**Client must meet Improve or Exceed Tier to qualify for Unsecured Personal Loans*

Consumer Lending Guidelines & Product Summary

Product Summary	
Customer Profile	Consumer loans for credit impaired people who need a second chance.
Loan amounts	Secured Personal Loans ranging from $10,000 to $50,000. Unsecured Loans from $10,000 – $15,000 Maximum loan amount to be $50,000 plus fees & Insurance allowance of up to $5,000 No substitution of Insurance allowance is allowed for an additional loan amount.
Loan Purpose	Personal Loans for Travel, Weddings, Vehicle Repairs, Vehicle Modifications, Home Improvements, Medical/Dental. **No Debt Consolidation, Home Furnishings, Day to Day Expenses.** **Proof of Purpose to be supplied by broker (Invoice, Quote, Itinerary etc.).**
Loan Terms **Structure of loan term to meet the customers preferred repayment within the maximum allowable terms.**	Max 4 years for loans under $15,000 Max 5 years for loans between $15,001 and $25,000 Max 6 years for loans between $25,001 and $30,000 Max 7 years for loans between $30,001 and $50,000
Repayment frequency	Weekly or fortnightly as per customer's income frequency.
Repayment option	Direct debit in line with applicants pay cycle.

Balloon Repayments	No balloon repayment options.
Interest Rate	Fixed interest rate from 22.99% to 29.99%. (please see tiering for criteria). Maximum interest rate a client will qualify for is 29.99% Unsecured personal loan interest rate is fixed at 29.99%
Leisure Asset Rate Loading	A rate loading of up to 2% could apply for leisure asset loans (motorbike, jet ski, caravan etc.) when a car is not offered for security.
Submission Requirements	● Complete Application (Customer details, 3 years employment and residential history, expenses, assets and liabilities.) ● Valid ID (License and Medicare) ● Signed Privacy ● Payslips / Proof of Income Documents ● Credit File ● Bank Statements completed via our secure link.

General	
Visa	Visa applicants are considered when the applicant holds a valid work visa, greater than 2 years remaining on the visa and LVR does not exceed 80% (i.e. genuine deposit required).
First Time Borrowers	All applications considered. Guarantors accepted. Applicants under 21 years of age or applicants with no prior lend history may qualify for a max lend of $15,000 + insurance and fees.
Learners Licence	Max lend of $15,000 + fees & insurance. Fully Licenced supervisor verification required.
International Licence Holders	Will accept international licences provided it meets the requirements of the applicant's state of residence and is for the same class of vehicle they are purchasing
Identity	Selfie drivers licence (provided at application stage) and Medicare card to be provided.
Guarantors	A guarantor is a good option for someone who has serviceability for a loan but might not normally be approved due to reasons other than serviceability. A suitable guarantor is an immediate family member who has sufficient income to cover the new debt as if it were their own and a proven good credit rating. For a guarantor application we will need exactly the same information as the primary applicant, (i.e. full application, payslip, ID, Equifax and bank statements).

Possible Exclusions	Lack of affordability/serviceability. Evidence of excessive gambling. Evidence of illegal activities/income. Non-disclosure of relevant information/debts. Absence of customer benefit. Excessive Comprehensive Insurance Premiums where it is unlikely the applicant can afford to re-insure after 1st year. Evidence of inability to manage their finances, ie dishonours/days overdrawn etc as per our bank statement guidelines. Remote Locations Applicants without a fixed address or who reside in a caravan park. Applicants with less than 3 years of residential history in Australia Applicants seeking funds for arrears or day to day living expenses. Applicants seeking funds to send overseas. Applicants seeking funds to pay back family member debt. Applicants currently in financial hardship. Applicants using a debt negotiator or third-party budgeting provider.

Vehicles	
Age of Vehicles	All vehicles are considered regardless of age. Vehicles under 25 years old are to be valued using AutoEdge Trade Value. If a vehicle is over 25 years of age, please refer to Ume Loans for security value assessment.
Loan to Value	Secured personal loans – 150%
Minus Equity	Yes – provided it meets normal loan to value guidelines.
Repairable Write Off	Yes, but must be disclosed to the customer and Ume will use the lowest trade value in AutoEdge to establish the asset value.

Income	
Proof of Primary Income(s)	90 Day electronic bank statements mandatory for every application. Please note applicants will be sent our secure link on submission which is required for assessment.
PAYG	PAYG Income - Annualised off bank statement monthly average and/or payslips to support YTD income.
Casual Income	100% of casual income considered however if applicant is less than 6 months employed, application will be assessed on a case by case basis.
Probation	Considered with a contract/employment letter/written employment reference provided.
Minimum Age of ABN	Will consider all self-employed applications on a case by case basis.

Self Employed	Self Employed Income – ● For self employed people wanting a CONSUMER use loan we must complete a full income and expense assessment & one of the following: ▪ Previous years Notice of Assessment ▪ Latest BAS Statement (no older than 6 months) ▪ Latest Profit and Loss Statement (no older than 18 months) ▪ Signed Cash Flow Projection (not to be used to increase affordability)
Supplementary Income **(Centrelink Income/Child Support can only be used as a supplement to Primary working income)**	Centrelink benefits equal up to the total monthly working income. (Excludes Jobseeker, Youth Allowance, Education Payments). Please note we do not accept applicants solely on Government Benefits.
Rental Income	80% of rental income can be used.
Overtime	100% used if regular and consistent. Verified by annualising YTD on payslip.

Bank Statements	
Banking Conduct	90 Day electronic Bank Statements mandatory for every application
Dishonours in the past 90 days	No more than 4 finance related dishonours in a 90 day period.
Bank Account Overdrawn	No impact if customer has overdraft/credit card facility, if no overdraft/credit card facility then no more than 20 days overdrawn in a 90-day period.
High Risk Transactions	Evidence of excessive gambling, ATM withdrawals, crypto or overseas transfers will be a knockout. No more than 30% of income to be classed as high risk.
Account Clearing	Will consider if a number of days overdrawn is less than 12.
Pay Advance Loans	An applicant must have no more than 2 facilities evident across 90 days with no more than a combined total of 3 drawdowns.
Buy Now Pay Later	Monthly average spending over the last 90 days utilised in affordability calculations. When consolidating a BNPL facility, 4% of the limit will still be factored into the affordability assessment. The facility must be closed for a minimum of 30 days to be excluded from calculations.

Residence

Residential Confirmation	No minimum time in residence required. No caravan park occupants. An applicant will be required to supply 3 forms of residential confirmation to validate their residential address. These documents include ● Australian Driver's Licence. ● Bank Statement (no older than 30 days). ● Lease Agreement. ● Tax Notice of Assessment. ● Mortgage Document. ● Most Recent Rates Notice. ● Utility Bill (within 90 days). ● Rental Ledger. ● Centrelink Income Statement. ● Credit File. ● Payslips.

Equifax

Equifax Requirement	Equifax no older than 30 days for every application
Equifax Score	Secured personal loans have a minimum comprehensive score of 300, Unsecured must meet Improve or Exceed Tier.
Age of Equifax	No minimum age of file
Financial Hardship Indicators	Current loan commitments must not be in arrears with evidence provided by way of full loan statement showing overall loan conduct. Applicants who have a hardship indicator evident must be three months clear of hardship at time of application.

Pay Day Activity	No more than 4 payday providers in the last 90 days.
Pay Day Loans	No more than 2 current pay day loans at the time of settlement and all must have good payment history.
Defaults	No unpaid default is a knockout, however adequate reason(s) provided for all unpaid credit infringements. Unpaid defaults totalling under $2K accepted without resolution Unpaid financial defaults totalling between $2K-$5K to be under arrangement or disputed prior to settlement Unpaid defaults totalling over $5K may be accepted when: ● a co-borrower is added to application (coborrower must obtain genuine benefit from the loan) ● a guarantor is available (immediate relative) ● there is a comparable lend demonstrating good conduct post-default date ● under arrangement and paid well for at least 3 months ● formally disputed with Equifax
Current Part 9 Debt Agreement	Customer must be at least halfway through payment plan with no more than 1 dishonour. Maximum loan will be $12,000 plus fees & insurance. If still listed on the credit file max lend is still $12,000 plus fees & insurance. Unsecured option not available to customers with insolvency event on their credit file.

Discharged Bankrupt	One day after discharge, providing there are no further defaults since bankruptcy. With full and adequate explanation. A default listed after bankruptcy is a knockout. Maximum lend will be $10,000 plus fees & insurance. Unsecured option not available to customers with insolvency event on their credit file.
Prior External Administration	Case by case. Unsecured option not available to customers with prior external administration event.

Serviceability

Living Expenses - We will use the higher of

- Assessed (Bank Statements & Declared) or
- Applicable HEM

Borrowers must have a net surplus (disposable income of $200.00 per month) after all expenses have been combined. If a single borrower does not service, a co-borrower i.e. spouse could be added as proof of second borrower's income.

Living Cost Allowances **Brokers are required to supply an accurate list of the customer's living expenses, as advised by the client.**	Groceries, communication, utilities, education and childcare, department stores & retail, medical, transport, entertainment, insurance, rent, dining out, streaming subscriptions, online retail, council rates and fees. Where a borrower is not paying any rent/board, Ume Loans will allocate $433 a month in their expenses.
Co-Borrowers	Where a single borrower does not have serviceability on their own and a co-borrower will have some benefit from the loan, Ume Loans always prefers the partner to be added to the loan as a co-borrower. If this is not possible, we will accept proof of partner's income (payslip, Centrelink statement etc) to assist with the serviceability of the full household living expenses.
Income Splitting	Where a partner will be obtaining some benefit from the loan, Ume always prefer 2 borrowers rather than one. Partner income can be used to offset household expenses. Most recent payslips will be required to verify income as well as total household expenses and liabilities to be declared.

Fees	
Standard Establishment Fee	Maximum 11% of lend size up to $1937 (ACR permitting) Maximum $660 for Unsecured Personal Loans
Broker/Introduction Fee **(inclusive of GST)**	Maximum 11% of lend size (includes GST) up to a maximum of $1,595.00 ACR permitting. Maximum Broker Fee for unsecured is $550.00 including GST
Security Registration Fee PPSR	Charged at cost - disclosed on contract.
Direct Debit Dishonour Fee	$45
Arrears Notice Fee	$45
Reschedule Payment Fee	$20
Early Payout Fee	**There are no early payout or additional payment fees or interest penalty**
Risk Fee	Up to $1,495 dependant on tier.
Monthly Account Keeping Fee	$25
Commission	Up to 4% of lend amount dependant on the clients risk tier (inc GST). No commission payable on unsecured loans.
Commission Clawback	100% of the commission amount paid to the broker will be clawed back if during the first 12 months of the loan term the contract is subject to a repossession of the security or considered a total loss due to customer's failure to pay.

Settlement Documents	
Broker Tax Invoice	Copy of broker tax invoice & commission invoice to be supplied for payment (separate invoices required).
Comprehensive Insurance (funded)	Copy of the comprehensive insurance policy for payment (if funded in loan) with Ume Loans noted as the financier.
Comprehensive Insurance (not funded in loan)	Copy of paid or monthly paid 12-month policy (if not funded in loan) with Ume Loans noted as the financier.
Warranty (funded)	Copy of warranty policy for payment.
Insurance Policies **Ume Loans is happy to fund the following insurance premiums in the loan.** **12 Month Comprehensive Insurance (Noting Ume Loans Pty Ltd as having financial interest in the vehicle)** **Warranty**	Insurance & Warranty allowance will be provided in every approval issued up to $5,000 dependant on loan size. Loan repayment may change dependant on loan benefits chosen. If the premium is not funded in the loan, a fully paid policy is required for settlement. (Pay by the month is only accepted on vehicles with a retail value less than $6000 or where the customer has demonstrated a good Pay By the Month payment history.) Policy required for loan docs.
Personal Reference Requirement	Names and mobile numbers for 2 contactable personal references (e.g. partner, family/relatives - friends may be accepted where no other alternative available).
Authorised Contact	Every customer is to advise the name, mobile number and email address for one authorised contact who can communicate with Ume Loans in the event the customer cannot. This could include a parent, partner or sibling for example as long as they are not party to the loan.

How to get an approval with UME Loans

Outweigh the Negatives with Positives

Having detailed broker notes are crucial so we can understand your applicant's unique situation and character when we conduct our assessment to ensure we can overcome any potential negatives to get your application approved!

Missed Loan Repayments evident in banking or credit file	Other loan statement showing good conduct
Default listed on Credit File	Default under arrangement and paid well
Self employed without financial documents	Completed Cash Flow Projection
Older vehicle outside of LTV	Additional Security
Casually Employed	Vehicle Deposit
SACC Lending	Stability in Employment and Residence
Pay Day Lending	Good Retention of Funds in Bank Statements

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