



GE Money

Media Release

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It's prime time: Flexible Options receives 7.27 per cent rate revamp

GE Money Third Party Solutions (GE Money) has strengthened its prime offering by introducing a new sharp interest rate and a host of product features for its Standard and Lo Doc home loans.

The Standard loan – part of the lender's Flexible Options prime product range – now has a low 7.27% interest rate (comparison rate 7.34%), for loans over \$500,000 and backed by no claw-back provisions, fee-free redraws and no ongoing monthly account keeping fees.

“Our move into the prime market has been highly successful,” said GE Money's director Mark Rice. “There's been an outstanding response from brokers and it's now important that we provide them with products that match their clients' requirements.”

The new feature-packed Standard and Lo Doc home loans reinforces GE Money's commitment to the prime lending market and its drive to create competitive products that match the needs of brokers' clients, from owner occupiers to investors.

“GE's prime product range has a central role in our long-term goals and we're dedicating the time and resources to bring the most competitive products to brokers – starting with all important price points,” said Rice.

Over 1,000 brokers have now been accredited to sell the lenders' prime product range since the launch of Flexible Options in January. Australia's leading aggregators have also been quick to back GE Money's new position as a prime lender, with PLAN Australia, Mortgage Choice, AFG, FAST, Smartline, Xinc and Connective all adding Flexible Options to their product panels.

The new rates for Standard and Lo Doc loans are complemented by GE Money's Basic loan – a prime product with a competitive rate on all loan sizes, no annual fees and flexible features. All three Flexible Options prime products offer attractive broker commissions.

Brokers can find out more about the product by visiting
www.gemoney.com.au/broker

Note to Editors

GE Money Third Party Solutions takes to market:

1. Wholesale white-label mortgage funding and servicing to mortgage managers and originators
2. GE Money's branded mortgage solutions which include:
 - Flexible Options – prime mortgage home loans
 - Specialist Options – non-conforming borrowers

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