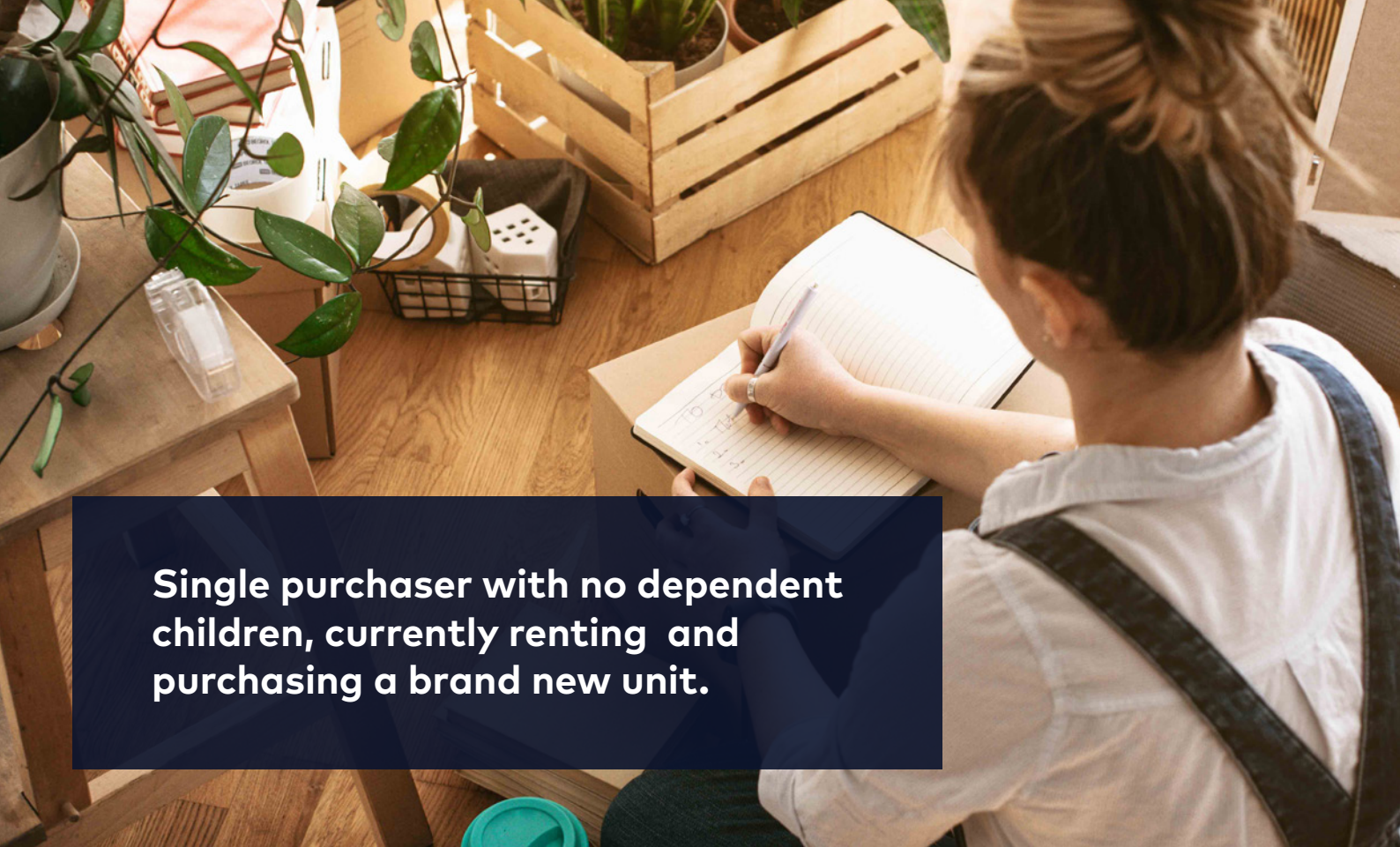




Single purchaser with no dependent children, currently renting and purchasing a brand new unit.

Initial purchase

Sarah is single, with no children, is not a First Home Buyer and wants to purchase a brand new unit.

Sarah works as an administration co-ordinator and earns an annual gross (before tax) income of \$85,000 and has no other outstanding debts like a personal loan, credit cards, or afterpay etc.

The price of the new unit Sarah is interested in purchasing is \$700,000.

Sarah has the minimum deposit of 2% of the purchase price (\$13,000) saved in a cash investment account.

Sarah is looking for assistance from Homes Tasmania through MyHome for the amount available under the rules for the purchase of a new unit being up to \$300,000 or 40% of the purchase price (whichever is the lesser).

Based on:

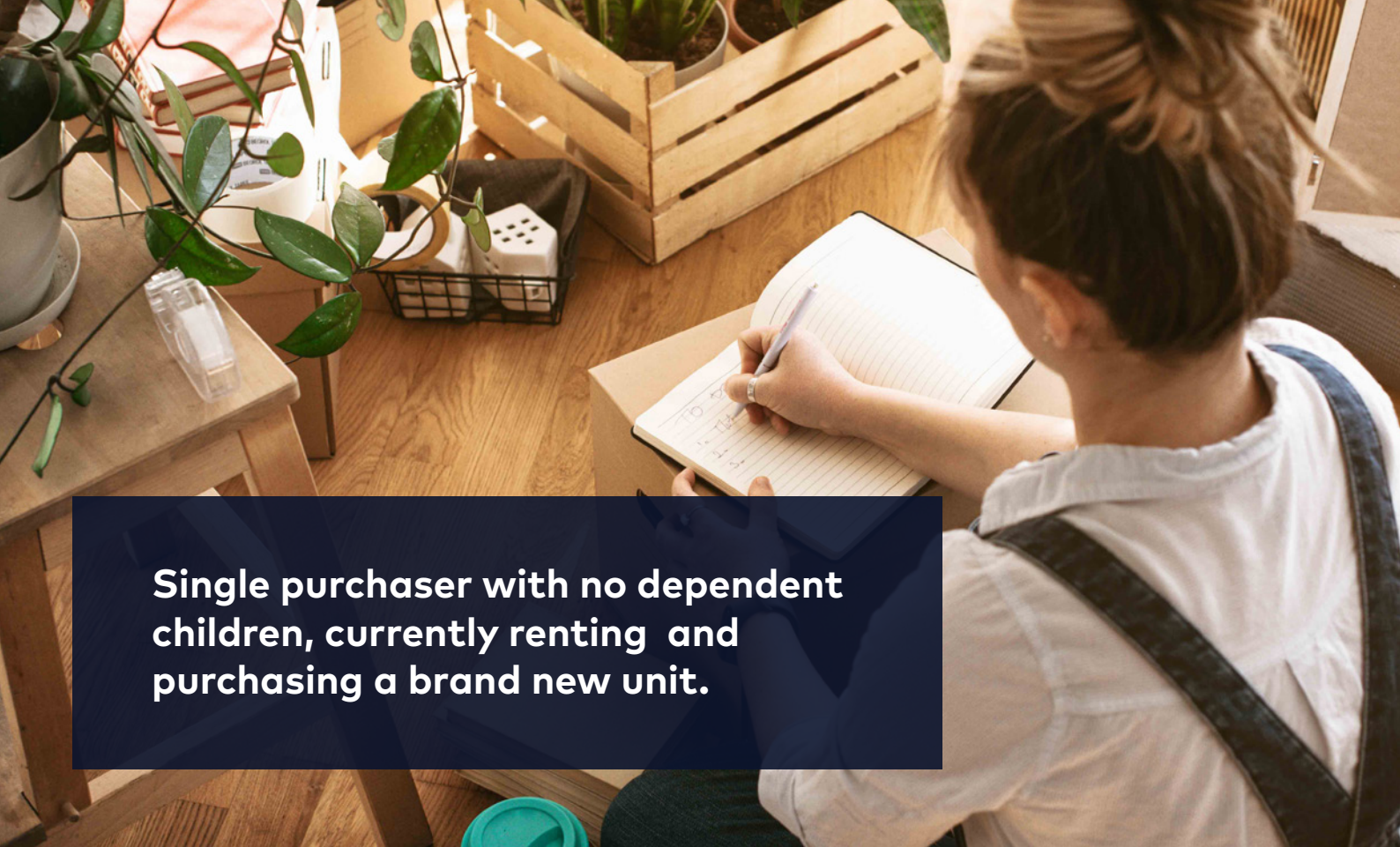
- a loan from Bank of us for \$401,000 to help purchase the home;
- MyHome assistance of \$260,000;
- and Sarah's deposit of \$60,000 to assist with costs;

Sarah will have equity / ownership in the property of around 62.86% and Homes Tasmania will own approximately 37.14%.

Future state

Sarah has now lived in her home for seven years. She has continued to make her normal fortnightly home loan repayments and has maintained her home meticulously. If we assume the property prices in Tasmania have increased by 20%, Sarah's home is now potentially worth \$840,000.

Based on the original percentage of ownership between Sarah and Homes Tasmania at approximately 62.86% and 37.14% respectively, the dollar value of these shares is now worth around \$528,024 to Sarah and \$312,000 to Homes Tasmania.



Single purchaser with no dependent children, currently renting and purchasing a brand new unit.

Hypothetical One – Sale of the property to support a new dream home purchase

After seven years, Sarah decides she will sell the unit she bought with the assistance of MyHome.

Based on a sale price of \$840,000, approximately \$312,000 will need to be repaid to Homes Tasmania from the sale proceeds.

Considering the above assumptions including the current loan balance from Sarah making normal fortnightly repayments over seven years, paying real estate agents scale commission, and standard legal costs as part of the sale of the property, the net sale proceeds Sarah will receive will be approximately \$136,448. Noting, Sarah's original deposit investment was only \$60,000.

Hypothetical Two – Purchase of Homes Tasmania share

After seven years, Sarah decides to buy Homes Tasmania's share of the unit she bought with the assistance of MyHome.

Based on a valuation of \$840,000, approximately \$312,000 will need to be repaid to Homes Tasmania to buy-out their share.

Considering the above assumptions, including the current loan balance from Sarah making normal fortnightly repayments over seven years, stamp duty Sarah must pay on the purchase of Homes Tasmania's share, and any legal costs associated with the purchase of the percentage share of the property from Homes Tasmania, Sarah will need to qualify for a new home loan for approximately \$684,566 to cover the purchase. Once finalised, Sarah will have 100% ownership of the property and equity of \$155,435 (noting again Sarah's original deposit investment was \$60,000).

Disclaimer: The above scenario has been provided for information purposes only to demonstrate what both the future sale and purchasing of the Homes Tasmania share of a property which is part of the MyHome program may look like based on a potential future state. The scenario and the associated assumptions and calculations should not be relied upon to form an opinion as to whether MyHome is right for you. Bank of us can provide more detailed calculations supporting the above scenario and further describe the hypothetical variables used. Standard fortnightly loan repayments on a variable interest rate home loan were used at current market rates as at the time of preparing the scenario which may change without notice. You should refer to a Bank of us Home Finance Specialist for further details regarding your own personal situation and purchase property type and the qualifying rules of the MyHome Program.

The information above is not financial or other advice. It has been prepared without considering any person's objectives, financial situation, or particular needs. In all circumstances, the decision to apply to enter into the MyHome program, a home loan arrangement with Bank of us, and the choice of property to purchase, is your own responsibility. You should seek your own independent financial and legal advice as to whether a particular home loan or property, and the terms of the program, suit your personal circumstances and objectives.