

Commission Rates Schedule – Australia

This Schedule is current as of **November 2024**.

This Schedule is incorporated into the Partner Terms and forms part of your agreement with Prospa. Any capitalised terms used in this Schedule have the meaning given to them in the Partner Terms, unless otherwise defined in this Schedule.

1. General principles applicable to all products

Only one Partner can receive commission in respect of a given product to a customer at any one time. Prospa will respect customer choice and will pay commission on a product to the referring party for that product for that customer in accordance with Prospa’s Lead Management Policy.

If a customer has more than one product with Prospa, more than one Partner may be entitled to commission in respect of that customer if different brokers have referred that customer for different products.

2. Prospa Small Business Loan & Prospa Plus Small Business Loan

2.1 Commission Rates

Commission is payable by Prospa to the Partner in respect of a settled Prospa Plus Business Loan or Prospa Small Business Loan to a customer who is deemed to be referred by the Partner for that business loan in accordance with Prospa’s Lead Management Policy (“**Referred Customer**”). These rates are inclusive of GST.

For each Referred Customer, Prospa will pay commission to the Partner at the applicable rate in accordance with the following table.

Commission Type	Which Referred Customers does this include?	Rates
New	First time Customer: first time the customer has borrowed from Prospa (using any product).	For loans with an Annual Percentage Rate (APR) equal to 14.95%, 2% of the disbursement amount.
	New Referral: existing customer not previously referred to Prospa by that Partner (for any product).	For loans with an Annual Percentage Rate (APR) equal to or less than 23.95%, 3% of the Disbursement Amount.
		For loans with an Annual Percentage Rate (APR) greater than 23.95%, 4% of the Disbursement Amount.
Repeat (excluding Refinanced)	Repeat Customer: a Referred Customer who is not new to Prospa and has previously been referred by that Partner (for any product), provided that the customer does not currently have a Prospa Business Loan Plus or Prospa Small Business Loan.	2% of the Disbursement Amount.

Refinanced

Refinanced Customer: a Referred Customer who is not new to Prospa and has previously been referred by that Partner for a Prospa Business Loan Plus or Prospa Small Business Loan which is being refinanced.

2% of the additional funds disbursed on refinancing.

For a Refinanced Loan, Commission is only payable on the additional funds that are disbursed, which does not include the previous amount that is refinanced.

2.2 Payment Dates

Commission becomes payable when funds for the Prospa Business Loan Plus or Prospa Small Business Loan are disbursed to the Referred Customer and will be paid within 10 days of the funds being disbursed to the Referred Customer.

3. Prospa Business Line of Credit

3.1 Commission rates

For each Referred Customer that a Partner refers to a Prospa Business Line of Credit, Prospa will pay commission to the Partner at the applicable rate in accordance with the following table.

Commission Type	Which Referred Customers does this include?	Rates	Commission Event
LOC – First Drawdown	<p>First Time Customer: first time the customer has borrowed from Prospa (using any product).</p> <p>New Referral: This is an existing customer who has not been previously referred to Prospa by that Partner (for any product).</p>	3% of the entire Facility Limit.	<p>When the customer makes their first draw down on the Line of Credit (regardless of the amount of that drawdown).</p> <p>LOC First Drawdown commission is only payable for a new line of credit to eligible Referred Customers and will not be paid on any renewal (including any increase in facility limit) for an existing line of credit customer.</p>
	<p>Repeat Referral: This is a Referred Customer who is not new to Prospa and has previously referred by that Partner (for any product).</p>	2% of the entire Facility Limit.	
Refinance – Cross Product (SBL to LOC) – First Drawdown	<p>New referral: This is an existing customer who has not been previously referred to Prospa by that Partner (for any product).</p>	3% of any approved Facility Limit above the amount of the refinanced loan component.	<p>Customer converts their small business loan to a line of credit and the initial drawdown is made on the line of credit (regardless of the amount of that drawdown).</p> <p>This commission is only payable where an eligible Referred Customer converts their small business loan to a line of credit and there is an increase in the approved Facility Limit above the refinanced loan component. If applicable, the rate will only be applied to the amount of any increase in facility limit that is approved above the previous amount that is refinanced as at the date of settlement (and will not include the refinanced component).</p> <p>For the avoidance of doubt, commission is not payable where:</p>
	<p>Repeat referral: This is a Referred Customer who has another Prospa product that was previously referred by that Partner.</p>	2% of the approved Facility Limit above the amount of the refinanced loan component.	<p>(a) there is no increase in the approved facility limit above the refinanced loan component, to be calculated as at the settlement date; or</p> <p>(b) the conversion takes place as part of a borrower hardship process.</p>

Term Extension	An existing Line of Credit customer for whom the Partner was eligible for First Drawdown commission (and whom remains the referring Partner), who renews their facility after expiry of the first term of the facility.	1% p.a. of the average drawn balance over the first term of the facility.	Customer renews their line of credit at the end of their first term. Term extension commission is only payable on the first renewal of a line of credit to a customer. A renewal requires that an existing customer has a line of credit and extends that facility for a further period. For the avoidance of doubt, any change in the facility that occurs in line with a renewal (e.g. change in facility limit) will be treated as the same facility being renewed and not as a new facility and does not attract further commission. Further subsequent renewals of a line of credit will not attract the Term Extension commission. Term Extension commission is not payable where: <ul style="list-style-type: none"> (a) Customer elects to payout their facility and cease their line; or (b) Customer elects to not renew and enters into a payment plan to pay down the remaining balance of their facility.
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3.2 Payment Dates

Commission will be paid as follows:

- **First Drawdown:** within 10 days of the first drawdown amount being disbursed to the customer.
- **Term Extension:** within 10 days of the term extension being finalised.