

		<b>Credit Approval Discretion (CAD)</b>		<b>Tier 1</b>
Business Unit:		Australian Operations		Version: 1
Section:		Customer Resolution		Issued by: Credit Control
DISCRETIONARY AUTHORITY				
<p>These discretions must be used in conjunction with Retail Credit Requirements.</p> <p>Except where Risk Management has issued contrary instructions and / or specific procedures designed for Centralised Operations that have Group Risk approval. For those terms marked as Authorised the nominated officer is empowered to take the all action on those customers under the group provided amounts approved do not exceed the Total Customer Limit for the applicable product.</p>				
Discretion Applies to				
Total Customer Limits (00-10)	Secured Lending	Unsecured Lending (Inc Comm Cards)	Commercial (ILS & Overdrafts)	Asset Finance
	\$500,000	\$40,000	\$100,000	\$100,000
Provision & Charge Off	\$0	\$1,000	\$5,000	\$35,000
Write Off - Interest & Fees	\$2,000	\$1,000	\$2,500	\$500
Write Off - Principal	\$0	\$0	\$0	\$0
Contract Break Costs	\$0	\$0	\$0	\$0
The Following Are COLLECTIONS SPECIFIC AUTHORISED ACTIONS Under This Discretionary Authority				
CSA1	Amend account risk grade in line with Risk Grading Policy			Yes
CSA2a	Approve hardship arrangement for >three times / requests			No
CSA3	Restructure (Commercial terms)			No
CSA4a	Loan deferral, loan extension or arrears capitalisation for up to a maximum period of 3 months			Yes
CSA5	Approve debt consolidation / renegotiation / refinance of existing credit facilities by assessing the ability of the Borrower and all Guarantors to repay debt from their respective signed Statement of Positions (ANZ Debt only)			No
CSA6	Approve capitalisation of arrears for an income verified loan which results in an increase in original balance by up to 3% (provided appropriate assessment is undertaken and limit remains within CAD)			No
CSA7a	NSFR - Allow them to overdraw account up to the value of \$2,000 (Risk Grade 01-08 only)			Yes
CSA8	Increase existing provision / charge off amount 20% without escalation to the next level in the credit chain and / or without the need to seek dual sign off (one time only)			Yes
CSA9	Asset Finance: Tax loss approved up to the Total Customer Limits discretion			Yes
CSA12	Partial security release / Security swap / Variation to security up to the value of delegated Total Customer Limit			No
CSA13a	Approving authority for document verification, outstanding default (defaults with a credit reporting agency) and acceptance of valuation with 3 or more 3's and / or any 4 or 5 Risk Ratings where lending does not exceed \$1M			No
CSA14	Commercial Collections Only: Approve the waiver of personal/director Guarantee(s) where a company borrower has existing debt that is currently unsecured and/or the guarantees were previously waived or not taken			No
CSA15	Commercial Collections Only: Consolidate consumer debts/commercial credit cards <50k with business debts where the overall debt is >50% business and the Security Indicator remains A-C			No
CSA16	Approve short term limits (temporary overdrafts) not exceeding up to 30 continuous days			No
The Following Are COLLECTIONS SPECIFIC AUTHORISED ACTIONS Under This Discretionary Authority (LMI only)				
CSA2b	Approve hardship arrangement for >three times / requests			No
CSA4e	Loan deferral, loan extension or arrears capitalisation for up to a maximum period of 3 months			Yes
CSA6b	Approve capitalisation of arrears for an income verified loan which results in an increase in original balance by up to 3% (provided appropriate assessment is undertaken and limit remains within CAD) Increase in original balance via arrears capitalisation only.			No
CSA9a	Applications seeking multiple hardship arrangements (consisting of no payments or partial contractual repayments) that will be longer than 6 months duration however is not to be greater than a consecutive 9 months period			No
CSA10	Approve Capitalisation of arrears where Current LVR up to 110%			No
Dual CAD Sign off (Collections/Risk) is required when:				
Dual 1	1. Waiver of Secured Principal balance (not including Secured property shortfalls) 2. Arrears Capitalisation for Investment Properties (LMI approval also required if capitalisation >12 months arrears or LVR >100%) 3. Approval of Interest Only terms >12 months 4. Approval of decision resulting in LMI Waiver or disadvantaged claim 5. Restructure causing capital impairment: > 1 in 12 months or 2 in 5 years or any Restructure causing capital impairment (including reduction in interest rates below commercial terms) 6. Secured Debt Consolidation (LMI approval also required if any existing facilities have LMI)			No
The Following Are UNAUTHORISED ACTIONS Under This Discretionary Authority (LMI & Non-LMI)				
UA1	On delegation of this Discretionary Authority			
UA3	Approve Credit facilities supported by a guarantee without assessing the ability of the guarantor to repay debt			
UA7	Approving waiver of a personal guarantee where the borrower is a company and the debt is > \$10,000			
UA16	Approving / restructure loan facilities for self, spouse, related family members / companies etc. (due to a possible conflict of interest)			
UA66	Approve provision or charge-off / Write off where debt was originally approved by this officer			