

Hi,

The following URL can now be used for any communications where we are attaching our product matrix - this ensures the most up to date version is always available when a broker clicks on the link. I will also ensure the Mercury team has this as it will save a lot of updating all the time!

<https://bluestone.com.au/chl-elevate-product-matrix/>

Whilst this will work nicely for this Thursday's newsletter, the Pricing Committee have requested some changes to the initial proposal, including delaying the Prime pricing change for a few weeks to enable us to effectively measure the impact of offset launch. We will therefore not be able to promote a 2.34% headline rate at this point sadly, but hopefully some time in September. The reduction to loan fees will still go ahead, as will pricing changes to Near Prime & Specialist (including a risk fee waiver promotion), however this might fall into early next week for it all being ready and available on the matrix/in system, so I think it is safer to keep pricing out of the newsletter.

Cheers

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