

# Lending Guide

Overview of our  
product features, rates  
and requirements

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## Our Leadership and Lending Team



**Daniel McGrath**  
CEO

Auckland Office  
021 0558 449  
[d.mcgrath@xceda.co.nz](mailto:d.mcgrath@xceda.co.nz)



**Darryl French**  
Chief Credit Risk Officer

Auckland Office  
021 0846 2014  
[d.French@xceda.co.nz](mailto:d.French@xceda.co.nz)



**Victoria Kernohan**  
Lending Operations Manager

Auckland Office  
021 243 4717  
[v.@kernohan@xceda.co.nz](mailto:v.@kernohan@xceda.co.nz)



**Helen Zheng**  
Business Development Manager

Auckland Office  
021 240 2481  
[h.zheng@xceda.co.nz](mailto:h.zheng@xceda.co.nz)



**Arishma Lata**  
Senior Lending Manager

Auckland Office  
021 222 8621  
[a.lata@xceda.co.nz](mailto:a.lata@xceda.co.nz)



**Bruce Smith**  
Strategic Partnership Manager

Tauranga  
027 222 8911  
[b.smith@xceda.co.nz](mailto:b.smith@xceda.co.nz)



**Andrew Hill**  
Lending Manager

Auckland Office  
021 752 585  
[a.hill@xceda.co.nz](mailto:a.hill@xceda.co.nz)



**Shion Carpenter**  
Lending Manager

Auckland Office  
021 193 2505  
[s.carpenter@xceda.co.nz](mailto:s.carpenter@xceda.co.nz)



**Marlyn Raman**  
Lending Manager

Auckland Office  
021 832 020  
[m.raman@xceda.co.nz](mailto:m.raman@xceda.co.nz)

# Xceda Property Lending Products – Residential 1<sup>st</sup> Mortgages



PRODUCTS	MAXIMUM TERM	MAXIMUM LVR	MAX. LOAN AMOUNT	INTEREST RATES P.A.	REPAYMENT STRUCTURES	OTHER FEATURES
<b>Short Term Property Bridge (CCCFA and Non-CCCFA)</b>						<p><b>Security Locations:</b> Major Cities and Metro Areas of New Zealand. Will consider Non-metro for Bridging Loans</p> <p><b>Establishment Fees:</b> 1.25 - 2.50% for Non-CCCFA (depending on product type and term of loan), \$995 for CCCFA</p> <p><b>Broker Fee:</b> 1% (no claw backs)</p> <p><b>Legal fees:</b> ~\$2,000</p> <p><b>Monthly servicing fees:</b> \$2.50 per instalment (CCCFA) \$25.00 per instalment (Non-CCCFA)</p> <p><b>Early prepayment fee:</b> Up to 30 days interest for Bridging Loan. 45 days for a Property Investor Loan and Home Loan.</p> <p><b>Fixed interest terms available:</b> Our short-term lending – longer term products have 12, 18 and 24 month fixed rates available.</p> <p><b>Other Security:</b> Director PGs, GSA over Borrower &amp; Guarantors</p> <p><b>Repayment Types:</b> Principal &amp; Interest (P&amp;I), Interest Only (IO) and Capitalised Interest (CI - Bridging Loans only)</p> <p><b>Borrower types:</b> Individuals, Sole Traders, SMEs, Trusts, and Company entities</p> <p><b>Servicing Verification:</b> Full Doc, Low Doc and No Doc options available</p> <p>** Full rates available as per our rates sheets available on our website - <a href="#">Xceda's Lending Interest Rates</a></p>
<p>Open or closed bridging</p> <p>New purchase, refinance, equity release, residual stock, property flips, tax arrears</p> <p><b>Suitable for:</b> Short-term lending</p>	3 - 24 months	70%* *Up to 80% for selected loans	\$3,000,000	6.45% - 13.90%**	IO CI	
<b>Long Term Property Investor Loan (Non-CCCFA)</b>						
<p>New purchase, refinance, equity release, residual stock</p> <p><b>Suitable for:</b> Investors looking for a longer-term Interest Only option</p>	30 years	70%* *Up to 80% for selected loans	\$3,000,000	From 6.50%	IO (First 5 yrs) P&I (From 5 years)	
<b>Home Loan (CCCFA)</b>						
<p><b>Suitable for:</b> Owner Occupiers, new or existing. To buy or refinance, for those who don't meet main bank, particularly over 50 or self-employed.</p> <p>Includes <b>Equity Release</b> for discretionary use, examples: holiday, gifting. Funds can be advanced as either a lump sum or line of credit.</p> <p>Long term Home Loans (up to 30 years) being launched by Xceda in 2026.</p>	3 - 24 months	70%* *Up to 80% for selected loans	\$3,000,000	6.45% - 13.90%**	IO P&I	

## Borrower information requirements

- ✓ Loan Application Form and Statement of Position, signed by the borrowers or a director of the borrower entity, and for any guarantors.
- ✓ Signed Privacy Consent and Authority and Declaration for each borrower and any guarantors. Advisor forms may be accepted with Xceda approval.
- ✓ AML/CFT documentation (photo ID and proof of address) as requested by Xceda.

## Exit strategy

- ✓ Applicant's detailed exit strategy for loan repayment at maturity to be provided.
- ✓ If loan term exceeds borrower age of 65, confirmation of age of retirement and viable exit plan to be agreed at time of approval.

## Property Information & Valuation policy

- ✓ Acceptable titles: Freehold, Cross-lease, Unit title.
- ✓ A Registered Valuation (RV) must be used, unless an exception applies.
- ✓ RV to be on an "As Is" basis to be addressed to: Xceda Finance Ltd. Valuer must be acceptable to Xceda.
- ✓ RV to be dated within 3 months from the loan approval date and not greater than 6 months from the loan settlement date.
- ✓ LVRs for capitalised interest loans are calculated on the total loan balance amount as at the loan maturity date.

### EXCEPTIONS

**Sales & Purchase Agreement** is acceptable instead of a Registered Valuation if:

- the loan is not greater than \$1,000,000;
- the sale was pursuant to a market sale (i.e. conducted by a public process) and must not be between related parties; and
- the contract must be dated within 3 months from the loan settlement date.

**E-Valuations** from a third-party provider (i.e. Corelogic, Valocity) may be accepted instead of a Registered Valuation in the following circumstances:

- Can only be used in major centres: Auckland, Hamilton, Tauranga, Wellington, Christchurch, Dunedin, Queenstown.
- The medium or middle range valuation amount must be used.
- Dated within one month of the loan settlement date.
- Can be used up to 70% LVR for first mortgage loans up to \$1,000,000.

## Servicing and Income Verification Requirements:

### Full Doc Loans

- ✓ **Companies or Trading Trusts:**
  - Financial Statements: Previous year signed Financial Statements (Management Accounts may be requested from 1 October in current FY).
  - Servicing for companies will be calculated by adopting the Net Profit Before Tax figure then adding back Interest, Depreciation & any one-off transactions in the relevant period.
  - Tenancy Verification: Rental appraisal or evidence of existing rental income (e.g. Tenancy Agreement).
  
- ✓ **Other Entities** (e.g. Sole traders/Individuals/Non-Trading Trusts):
  - IRD Documents: Signed previous year Income Tax Return.
  - Pay slips: Last 3 for each servicing individual.
  - Tenancy Verification: Rental appraisal or evidence of existing rental income (e.g. Tenancy Agreement).
  
- ✓ **Consumers** (CCCFA Loans):
  - Servicing to be conducted on each borrower and any guarantors.
  - 3 x Pay slips and bank statements for prior 3 months (including for self-employed). Existing loan statements may be required.
  - UMI for CCCFA loans to be a minimum of \$500.
  - Non-discretionary budget calculation to be the higher of: (i) HEM (Couple \$2500, Single \$1500, Child \$400ea) and (ii) declared non-discretionary budget as verified by bank statements.

### Low Doc Loans

Available for Bridge Loans and Investor Loans.

- ✓ **Financials:** At least one (1)\* of the following:
  - Latest 6 months GST Returns;
  - Latest 6 months Bank Statements;
  - Latest 6 months Loan Statements;
  - Year to date management accounts;
  - Accountant Verification Letter (acceptable to Xceda);
  - Evidence of savings sufficient to meet loan repayments (eligible for Bridging only).

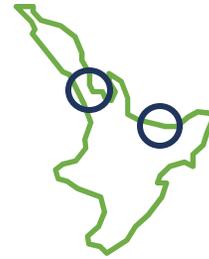
(\*More than one may be required depending on the application).
  
- ✓ **Tenancy Verification:** Rental appraisal or evidence of existing rental income (e.g. Tenancy Agreement).

### No Doc Loans

- No evidence of servicing required.
- Only available for Bridging Loans up to 12 months.
- Max LVR of 65% for Interest Only loans, or 70% on Capitalised Loans (based on maturity balance).

Xceda is a  
Non-Bank  
Deposit Taker  
regulated by the  
Reserve Bank of  
New Zealand.

Established in  
Whakatane in 1989  
and formerly named  
'Asset Finance Limited'.



Our Head Office is in  
Auckland and our  
Operations Office is in  
Whakatane.

We are one of **14** NBDTs across NZ

**3**

Credit  
Unions

+

**3**

Building  
Societies

+

**8**

Finance  
Companies

**Our funding is derived from our own equity and our retail deposit products - we have no reliance on bank or institutional funding, or external lending guidelines.**

The Xceda Capital Group is a  
privately owned business,  
with both New Zealand and  
Australian shareholders.



Xceda  
Finance



Xceda  
Capital



Xceda has been  
offering deposit  
products for over  
**30 years** with no  
missed interest or  
principal payments.

Xceda has provided  
deposit and lending  
products to more than

**35,000**

New Zealand  
consumers and small  
business borrowers.

**Xceda is licensed to accept term deposits from the general public and to deploy those funds into consumer and commercial loans. We pride ourselves on quick loan application turnaround times and finding solutions for advisors and customers.**

Our lending team can  
'workshop' any deal  
scenario with you.

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Get in touch with our Lending  
Team and we will work with you  
to find a solution for your  
clients.

loans@xceda.co.nz  
0800 11 22 74

