

Kiwi Bank Eco Loan Offer

- A 'sustainable' mortgage/loan product to help Kiwi's be greener
- No fees of any kind including top-up
- \$2,000 maximum contribution over 4 years
\$800 end of year one, \$400 at end of each of the following 3 years
- Minimum system/loan value of \$5,000 to qualify
- Payments made directly into a specific system loan account
- Allows easier tracking, prevents being lost in the whole of a larger sum
- One part is a solar heating system, but we include full solar/PV, wind, water and even geo power generation
- Systems must be 'commercially available/installed' and evidenced by an invoice/proof of inclusion (for new build)
 - To protect the customer the supply and install company should be a member of SEANZ or SANZ
 - Systems should carry a minimum 10 year warranty for manufacturing / output
 - NZ standards to be determined for equipment and install certification
- Payment for systems made directly to the supply & install company
- All loans subject to Kiwibanks standard lending criteria

How will it work?

Existing customers

Top-up for an 'ECO' loan
- loaded separately to pay for the system over a shorter term

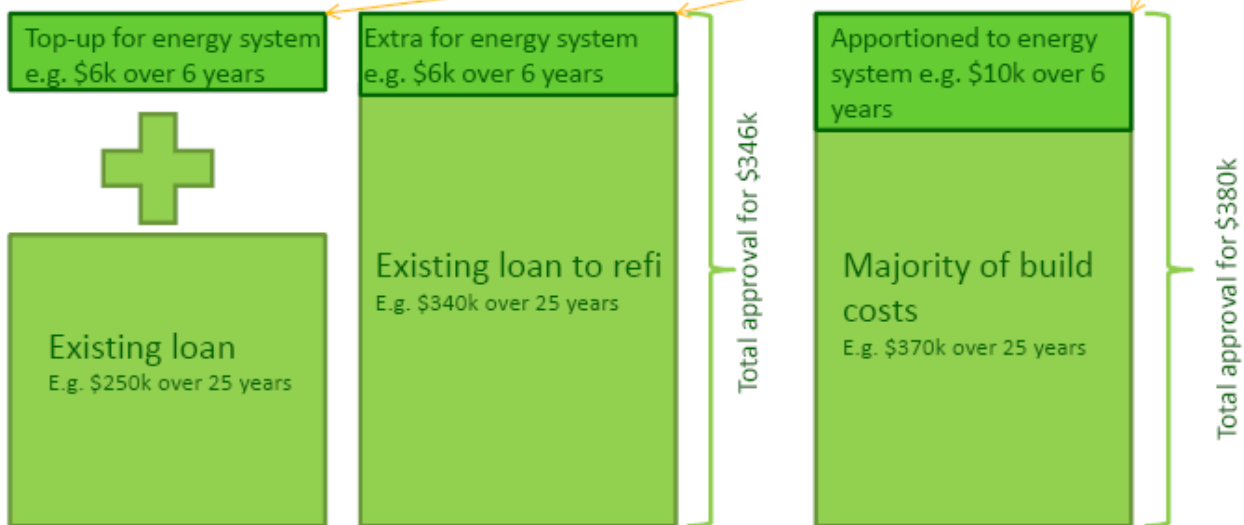
New home loan customers

Refinancers have an 'ECO' loan loaded separately to pay for the system but within their overall approved facility limit

New house build

Christchurch in particular are being offered systems incorporated into the build cost of their new property – we'd still ID a nominal portion of this to apply the contributions to

Payments made into these specific loan portions only



Customers of other banks simply wanting to buy a system but not refinance, or those mortgage free, will not be able to access this deal currently as we cannot provide an incentivised personal loan to these customers