ZeeFi

STUDY NOW PAY LATER

(Standalone)

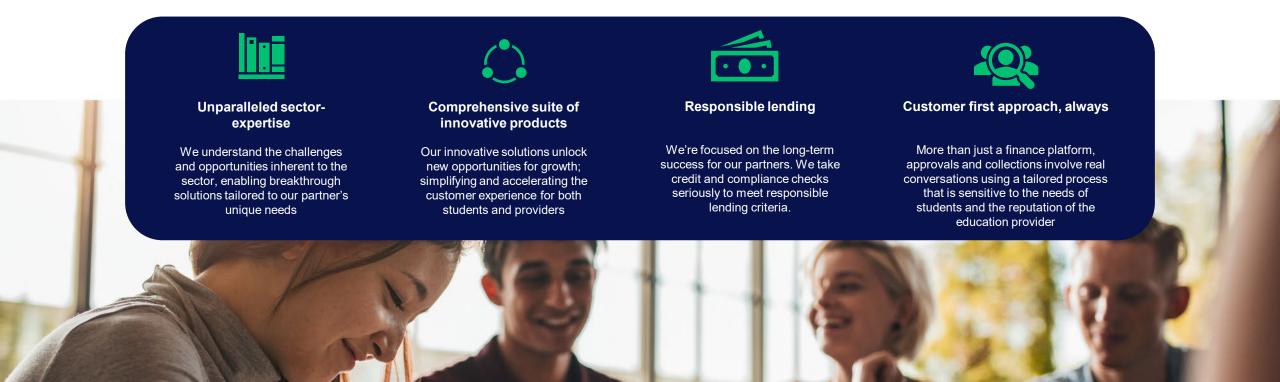
Education Partner Welcome Pack



Welcome to the team

We're excited to partner with you and help grow your education business

ZeeFi is Australia's fintech partner to the education sector, committed to helping education providers unlock capital and grow enrolments, and removing financial barriers so students can reach their full potential.



Study Now Pay Later

Study Now Pay Later (SNPL) removes the financial barriers that stand in the way of enrolling students who want to study with you. With SNPL, students can spread their course cost over 36 months with flexible, interest-free payments.

Meanwhile, you get paid upfront – providing cashflow certainty so you can plan and grow.



Plan amount

Available for courses valued \$2001 - \$20000



Upfront payment to Education Providers

Payments are generally made within 3 days from when funds are requested



Plan term

6 / 12 / 18 / 24 / 36 months



Payment schedule

Fixed payments can be made weekly, fortnightly or monthly over 6 – 36 months terms



Customer Support

Our Financial Hardship and Customer Vulnerability Support Program is there to assist if your student's financial situation changes.

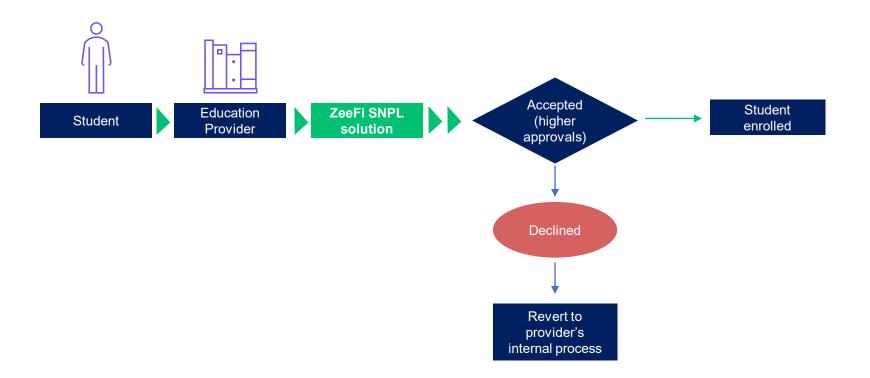


Fees

- \$50/\$80 establishment fee (depending on your choice of package) which can be paid by you or added to your student's payment plan.
- \$7 monthly account fee paid by student
- Arrears penalty: A flat arrears fee of \$35 will be charged to the account for more than 21 days overdue.
- Dishonour fee: \$15 applies for each dishonoured payment.

SNPL Standalone

Study Now Pay Later is also available as a standalone package allowing you to self manage plans that fall outside our approval mechanism



SNPL Standalone – Pre-screening Questions

Are you an Australian citizen and/or permanent resident and hold an Australian bank account?

YES

Have you been receiving regular employment inc ome over the last 6 months?

YES

Do Centrelink benefit payments (Newstart or Family Benefit) allowances make up more than 50% of your income?

NO.

Do you have YES good credit and make payments on time?

Not defaulted on any financial

obligations in the last 5 years. nor

made multiple credit applications in

the last 2 years

(incl. BNPL)

NO

Do your expenses exceed your income?

STUDY NOW **PAY LATER**

Must have 3 months bank account history with income shown



Can be Full time Part time. Casual or Selfemployed





ZeeFi's **Payment Assist** or another instalment plan (if applicable)

Is there adequate surplus income after all expenses and instalment payments are deducted



ZeeFi's **Payment Assist** or another instalment plan (if applicable)

ZeeFi's Payment Assist

or another instalment plan (if applicable)

ZeeFi's

Payment Assist

or another instalment plan (if applicable)

ZeeFi's **Payment Assist**

or another instalment plan (if applicable)

PLEASE NOTE: The above criteria do not guarantee suitability for Study Now Pay Later payment plan and should be used as a guide only. The applicant must demonstrate serviceability and meet other qualification criteria to be eligible for Study Now Pay Later including:

- be at least 18 years of age (or 16 years of age where parent/s are applying for the loan on behalf of the student)
- having adequate surplus income after all expenses and Estimated Monthly Instalment (EMI) are deducted from income
- satisfactory bank account conduct over the last three months.
- sound credit score without adverse credit information such as defaults, court proceedings, bankruptcy. Part IX agreements
- satisfactory pass of ID Matrix

NO



How it works: Application



Before you begin an application, kindly ensure the applicant meets the eligible criteria and have the following documents ready.

STUDENT ELIGIBILITY

- ✓ Be an Australian citizen or Permanent Resident
- ✓ Be 18 years or older OR 16 years old where the parent applies for the plan
- Be able to service the payment plan repayment amounts
- ✓ Repay the plan off in designated plan timeframe
- ✓ Single borrower only no joint applications

DOCUMENT CHECKLIST

- ✓ Driver Licence or Passport
- ✓ Medicare card
- ✓ Bank details

To ensure the Study Now, Pay Later product is right for you, please answer the short questions below to ensure your suitability.

Are you over 18?

Are you an Australian Citizen or Permanent Resident?

Are you employed, full time, part time/casual or self-employed?

You confirm there are no planned changes to your financial situation.

You acknowledge that the interest free payment plan is only available to fund the course in which you are undertaking?

You agree that the funds provided by us for your course will be paid directly to the Education Provider?

You agree to repay all amounts due (including fees and charges) in full even if you do not complete the course for any reason?

You have read the Target Market Determination document relating to the Study Now, Pay Later product on our website to ensure this product meets your current needs, objectives and financial situation?







Privacy & SMS Check

This SMS verification step allows applicants to receive importation information regarding their application which is part of compliance.

Privacy & Consent Notice:

- We are required to share with you some important information regarding your application.
 We will send you an SMS with links to our Credit Guide, Privacy Policy and Credit Reporting Information Statement.
- By providing your mobile number, you will receive an SMS with a verification code including a link to those policies. It is important that you read this information. By providing us with your verification code, you acknowledge that you have reviewed this important information and accept the terms and conditions of those policies.

SMS verification Mobile number Please read the important information at https://zeefi.io /legals/. If you are happy to proceed with your application, enter the one-time code 5089de Resend SMS Code Proceed



About SNPL

How it works Ma

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Student Information

Fill in applicant's basic information, Medicare and driver licence details.

YOUR DETAILS	INCOME, EX BANK AC		CONFIRM AGREEMENT	VERIFY YOUR INCOME & EXPENSE
•	C)	<u> </u>	 0
Are you a parent applying on student for this payment plan?	behalf of the			
Yes	No			
Borrower Information				
First name		Middle Name	e (Optional)	_
•		•		
Last name		Gender		_
&		∰ Male	~	
Email		Confirm ema	il	
Mobile number		Date of birth		
04 35569688		dd/mr	n/yyyy	
Number of dependents		Relationship	status	_
₩ 0	~	♣ Single	· ·	
Home address				_
A Enter a location				
Manual address (optional	al)			

Medicare	
Colour	Number
■ Green ✓	
Card position	Valid to (mm/yyyy)
an 1 v	1 · / yyyy
Identification	
Identification type	
■ Driver licence ✓	
Driver licence number	State
=	• ACT ~
Driver Licence Card number	Expire on
E	
Alternation Control	
Alternate Contact Note: This is a backup contact only to be used if we lose co	ontact with you.
First name	Middle Name (Optional)
å	a
Last name	Relationship with Borrower
4	♣ Employer ∨
Phone Number type	Mobile number



About SNPL



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FAQs



Fill in course details, payment plan term and payment frequency to calculate payment amount.

Course name		Course Amount	
	~	\$	
Payment Plan term		Payment Frequency	
⊙ 6 months	~	O WEEKLY	~
Preferred First Payment Date		Agent name	
dd/mm/yyyy		4	

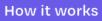
Preferred First Payment Date: This is the date that the student would like their first direct debit to be. If an application is completed in full, approved and funded before this date, we can accommodate. If not, the first payment date will be the next payment frequency (weekly, fortnightly, monthly) the student has chosen from initial preferred payment date AFTER an application is approved and funded.

Course name		Cours	e Amount	
Diploma of IT	~	\$	5,000	
Payment Plan term		Paym	ent Frequency	
① 12 months	~	0	WEEKLY	~
Preferred First Payment Date		Agent	name	
≅ 10/02/2020		4	Agent Bond	
Establishment Fee		Month	ly account fee	
\$ 50.00		\$	7.00	
Your first payment will be for: (including an establishment fee and monthly ad	ccount fee)	Follow (includ	red by 51 payments of: ing a monthly account fee)	
\$ 147.90		\$	97.90	
Total amount you will pay under this instalment plan including all monthly according	ount fees			
\$ 5.141.00				

Here is an example of the payment amount.



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Direct Debit Account Details

Fill in applicant's direct debit account details.

Bank name	Account holder name
<u>m</u>	
ccount number	BSB number
血	<u> </u>



About SNPL

Welcome

How it works

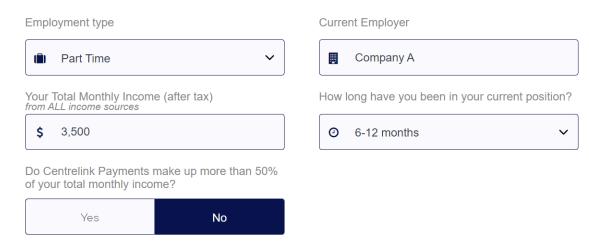
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Fill in applicant's employment and income details.

Income Details





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Expenses Details

Fill in applicant's monthly living expenses, then click 'calculate' to calculate the income surplus.

Monthly Living Expenses (exclude any residency Payments) Residency Status Renter Monthly Residency Payment Monthly Residency Payment Monthly Repayment for your Payment plan \$ 600 \$ 97.90 Note: including rent, utilities, food, telephone/internet payment obligations etc. This is the total amount of expenses you currently pay each month.

Calculate your surplus



Here is an example of a surplus calculation

otal monthly income	Total monthly expenses
\$ 3,500.00	\$ 1,197.90
Surplus	
\$ 2,302.10	

y chicking Continue, you commit that the declared income and expense rightes are accurate to the best of your knowledge.

Back Continue



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Eligibility Outcome

For education provider (EP) on standalone - Less than \$50 surplus check

If there is less than \$50 surplus, the system will decline the application with the applicant receiving the following notification.

Notice

Thank you for your ZeeFi Study Now, Pay Later application. Based on the information you have provided as part of your application; we are unable to assist you at this time. We encourage you to reach out to your Education Provider to discuss alternative ways you may be able to pay for your

Should your circumstances change in the future you may wish to make another application.

We wish you all the best in your future endeavors.

Kind Regards

ZeeFi

Click here to close

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FAQs



Eligibility Outcome (cont.)

More than \$50 surplus check

If there is more than \$50 surplus, applicants will be asked if they wish to continue with the rest of the application in the current window or via email.

Please Confirm

The next steps will require you to review and sign your agreement, and provide bank statements to us via online submission.

Would you like to complete the rest of the application here or via email?

Complete here

Send via Email

Thank You

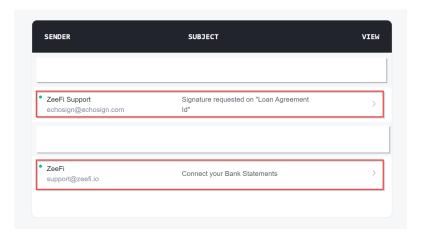
We have sent your plan agreement and bank statement submission link to your email address.

Please check your inbox to sign your plan agreement and submit your bank statement to complete your application.

Click here to close

Hang tight!

We are now generating your student agreement so please do not click Back or Refresh the screen, it will appear shortly.







Please note:

This window with the options is turned off by default. This means that once the applicant has advised their surplus is more than \$50, the system will send out the bank statement submission link and agreement for signing via email.

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How it works

Adobe Acrobat Sign

Marketing

Please read and review your Study Now, Pay Later agreement.

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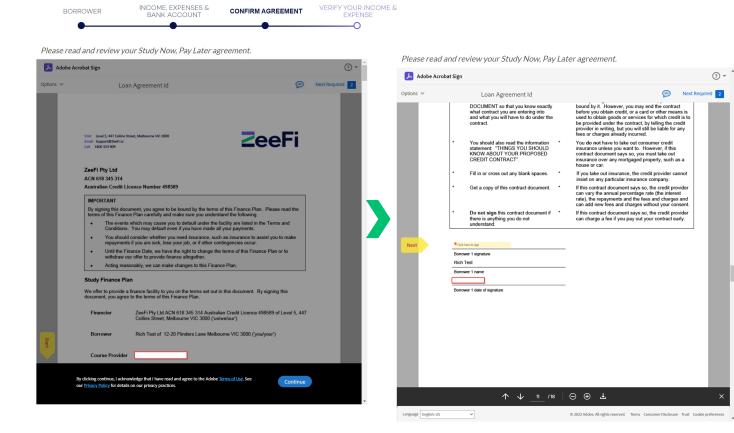
FAOs

? ₹



Sign Agreement

Applicant to read and review their SNPL agreement followed by signing it electronically.



9 Options ~ Loan Agreement Id request and authorise ZeeFi Pty Ltd (User ID 516749) to arrange, through its own financial institution, a debit to your nominated account any amount ZeeFi has deemed payable by you. This debit or charge will be made through the Bulk Electronic Clearing System (BECS) from your account held at the financial institution you have nominated below and will be subject to the terms and conditions of the Direct Debit Request Service Agreement. Insert the name and address of financial Financial institution name: Westpac Banking Corporation Address: 303 Collins Street, Melbourne VIC 3000 institution at which Insert details of Name/s on account asdf account to be debited BSB number (Must be 6 Digits) 123123 Account number 123123 By signing and/or providing us with a valid instruction in respect to your Direct Debit Request, you have understood and agreed to the terms and conditions governing the debit arrangem and in your Direct I Click to change early in the Company of Signature *Click here to sign Address 12-20, Flinders Lane, Melbourne, VIC, 3000 Date April 20, 2022

By signing, I agree to this agreement, the $\underline{\text{Consumer Disclosure}}$ and to do business

About SNPL



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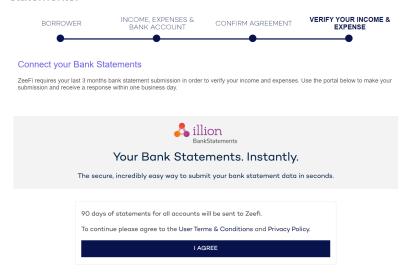
Partnership

FAQs

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Verify Income & Expense

Applicant will be navigated to Illion for income and expense verification. When providing students with credit, we're legally obliged to ask about and then verify the student's income and expenses. We do this by looking at their bank accounts and/or statements.





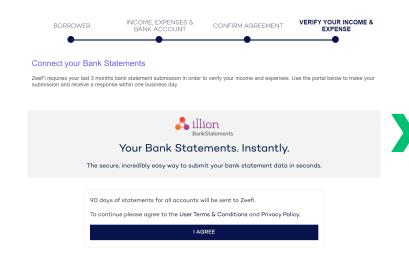


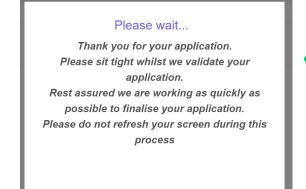
Welcome About SNPL How it works Marketing Partnership FAQs

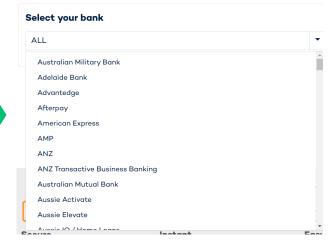


Submit Bank Statement

The applicant will be prompted to submit a 90 days bank statement for verification.







illion BankStatements
Your Bank Statements. Instantly.
The secure, incredibly easy way to submit your bank statement data in seconds.
Completed Bank
Bank of Statements ✓
ADD ANOTHER BANK
FINISH



Customer Registration Number

Password

Please note that once you submit your details, statements for all bank accounts will be automatically retrieved and sent to Zeefi.

LOGIN

BACK TO BANK SELECTION



About SNPL



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12 Application Outcome

APPROVED

If the applicant is APPROVED under the autoapproval credit rules, they will receive this notification.

Success!

Dear Rich Test.

Congratulations – your journey is about to start!

Thank you for your Study Now, Pay Later application. We are pleased to confirm your application has been approved for \$5,000.00 for your Course with

Your repayments will commence on 16/09/2022

We have sent a copy of your signed agreement to your email address. If you have any questions, please contact our team on 1800 324 909. We wish you every success with your studies and look forward to supporting you on your journey.

Best Regards ZeeFi

Click here to close

PENDING APPROVAL

If the applicant does not meet all the rules, they will receive this notification and the application will be moved to 'Pending Approval'.

Success!

Dear Richard Test,

Thank you for your patience.

We have a few further checks and balances we need to complete to finalise your application.

Your Education Provider will be in contact with you shortly to discuss your application.

If you have any questions, please reach out to your Education

Provider who will be able to assist you in finalizing your

application.

Kind Regards ZeeFi

Click here to close

REJECTED

If an EP is not on SNPL Package and the application is rejected, the applicant will receive this notification.

Notice

Thank you for your ZeeFi Study Now, Pay Later application.

Based on the information you have provided as part of your application; we are unable to assist you at this time. We encourage you to reach out to your Education Provider to discuss alternative ways you may be able to pay for your Course.

Should your circumstances change in the future you may wish to make another application.

We wish you all the best in your future endeavors.

Kind Regards

ZeeFi

Click here to close



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Application Outcome (cont.)

When all is approved, applicants will receive this email notification.



Hi Rich,

Congratulations your application for Study Now, Pay Later has been approved by ZeeFi!

We will fund your Education Provider on your behalf within the next 3 business days. Your repayments will begin automatically via Direct Debit.

ZeeFi wishes you all the best with your studies. If you have any questions about your plan, please don't hesitate to contact us or your dedicated Education Provider.

Kind Regards, ZeeFi Support 1800 324 909

1800 324 909 // support@ZeeFi.io // Level 5, 447 Collins Street, Melbourne VIC, 3000

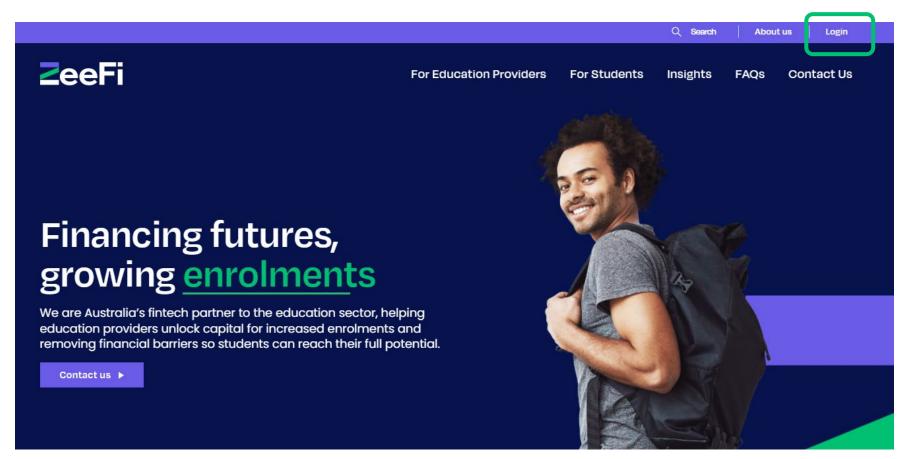
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How it works: Partner Portal

Homepage Portal Location



Once you have created your password from our "Welcome to ZeeFi" email; log in from the homepage to access the **Partner Portal.**

The homepageis: **zeefi.io**

About SNPL

How to Login

Login ♣ Username A Password Login

Forgot your password?



Your username will be the **email address** you have registered with ZeeFi.

Log in with your email address and your unique password. If you forget your password, click 'Forgot your password?' at the bottom left. Enter your email address and you will be sent a password reset email.

How to View Applications

When you first sign in, you will see the 'Applications' tab

Here you can **search** an application by name or number, and you can also filter the applications through the '**Filter by Status**' drop-down menu.

ZeeFi

Welcome Test, Dashboard Applications Plans

Payment Assist

Reset Password

Courses

Applications

Filter by Status

Approved

APP-000009394

Created on 22/06/2022

Borrower Name

Rich Test

Student Name

Plan Amount

Status

Approved

Course Name

Test Course Certificate VIC (SNPL-S)

Request Fund

More Info

SNPL Auto Drawdown:

New Entered:

Student has not fully completed the initial application process (incomplete).

Pending Approval:

ZeeFi is currently assessing the application.

Approved:

Student has been approved for funding with ZeeFi. An application will only stay as approved if the student has not yet signed an agreement. You can check the agreement status by going into MORE INFO on that application

Processed For Funding:

Application moves to this status automatically if the application is approved AND agreement is signed

Funded

Rejected:

ZeeFi is unavailable to provide financial support at this point in time.

SNPL Manual Drawdown:

New Entered:

Student has not fully completed the initial application process (incomplete).

Pending Approval:

ZeeFi is currently assessing the application.

Approved:

Student has been approved for funding with ZeeFi. Once signed, this is ready for EP to manually request the funds and the 'Request Fund' button will be highlighted.

Processed For Funding:

Application moves to this status once EP inputs drawdown date.

Funded

Rejected:

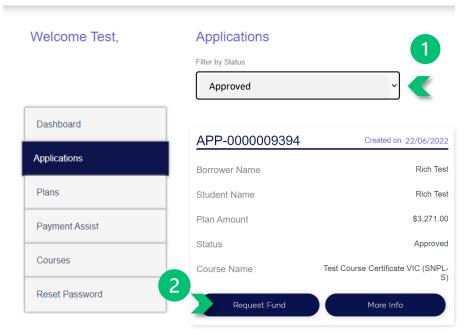
ZeeFi is unavailable to provide financial support at this point in time.

About SNPL

How to Request Funds

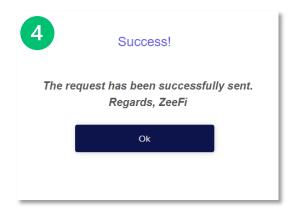
(For EPs on manual drawdown)

≥eeFi



Please enter requested date





- 1. To request for funds, filter by 'Approved' applications. Once the student agreement is signed, this is ready for EP to manually request the funds and the 'Request Fund' button will be highlighted. You can check the agreement status by going into MORE INFO on that application.
- 2. Click the 'Request Fund' button
- 3. Generally, this should be the same date as the student commencing study date. Please allow at least 3 business days for the system to setup and activate the plan.

Please also allow 5 business days for the funds to be remitted to your nominated account from the requested date.



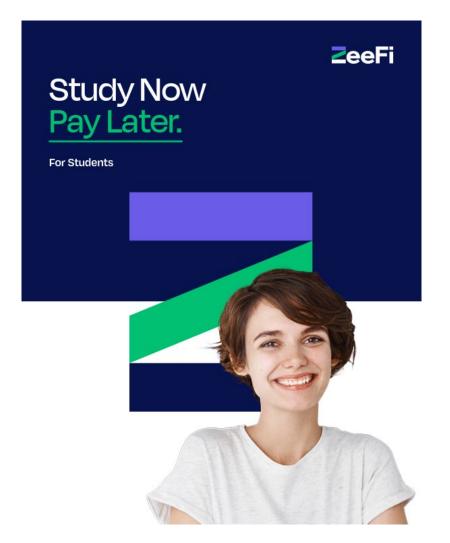
Marketing Materials



Student Flyer



Student Brochure + FAQs



We have a range of digital assets and marketing materials that you can use to promote ZeeFi across your brand channels to let students know that ZeeFi financing is available for your courses to encourage enrolments.

Our Partner Resources page has:

• Logo

Marketing

- Brand guidelines
- Product copy for your website
- Brochures and flyers
- Social media tiles
- Explainer videos

Visit www.zeefi.io/resources



Social Tiles







Marketing



Maintaining a Successful Partnership

How it works

FAOs

How to Grow Enrolments Together



Engage in regular meetings with ZeeFi

- Dedicate time for a one-hour onboarding training session, followed by:
- · Ongoing monthly or bi-monthly catch ups



Have a ZeeFi page on your website

• Promote ZeeFi financing solutions to your students on your webpage. If you have a pricing or payment solution page, this is a great place to add ZeeFi

Welcome

Assets like logo and copy required for webpage are available on the Partner Resources page



Keeping information relevant

- This includes changes on course details, price, staff etc.
- Be sure to also share any updates on ZeeFi products to your entire team



Regularly communicate the availability of ZeeFi financing solutions to your prospective students

- Social media posts we have social media tiles readily available for you to use on the Partner Resources page
- Email campaigns when emailing prospects leading up to intakes, include information about ZeeFi to further convert leads and attach student brochure/flyer available on the Partner Resources page



Understand how to use the Partner Portal

• This helps you stay on top of monitoring student applications and plans as well as requesting funds



ZeeFi

How do I receive the log in details for the Partner Portal?

When you sign an agreement with us, we'll create you a <u>Partner Portal</u> account. We'll also send you a welcome email with your username and one-time password for the first time you log in.

How to log in to the Partner Portal?

Go to our <u>Partner Portal</u> and provide your verified email address and password. If you've forgotten your password, follow the prompts to reset it.

I can't reset my portal password, what can I do?

If you tried resetting your account password but didn't receive the "Reset Your Password" email, follow this guide to help you troubleshoot the issue.

Can I submit an SNPL application on behalf of a student?

Yes, however the student will need to complete some parts of the application independently, such as providing bank statements. You will need to email your student a link (as part of our automated process) so they can upload their statements via bankstatements.com.au.

Why do you require my student's online bank details?

When providing a student with credit, we are legally obliged to ask about and verify their income and expenses. We do this by looking at their bank accounts and/or statements via the bankstatements.com.au service, provided by Illion (formerly Dun & Bradstreet). Illion is independently tested and audited by external security experts and encrypted with bank-level security. We are limited to read-only access to bank statements, and we can't view passwords or make transactions.

How long does it take to process a student's application?

Our application process is entirely online and if we receive all necessary information from the student there will be a decision on the application within the hour.

How will I be notified when a student's application is approved or declined?

A student's application status in our Partner Portal will update to 'Approved' or 'Rejected'. Once a student has been approved and has signed the agreement, you'll receive an email notification (if you opt to have this feature turned on) so you can log into the portal and activate the payment plan.

How do I cancel a student's application?

Contact your Account Manager or email support@zeefi.io to cancel an application.

What happens if a student defers education or fails a unit?

We recommend they first speak to you about re-sitting the unit or deferring their studies. They will still need to make repayments in line with their agreement.

What happens is a student stops studying before completing repayments?

If a student withdraws from your course, they need to pay the remaining balance under their agreement, subject to your refund policy. Any refunds you issue will be paid to us to place against the outstanding obligation.

What if a student gets into financial hardship?

We understand circumstances can change and are committed to servicing collections with compassion. If a student finds themselves in financial hardship, they need to call us immediately. We will try to work with them to reach a payment arrangement that is individual to their needs.



Thank you



