

Interest rates — archived

February 2021

Harmony's interest rates range from 6.99% to 24.69%.¹.

We assess your current financial circumstances and assign you a rate, so you pay based on your individual circumstances not everyone else's.

Get your rate

If you're thinking about getting a [personal loan](#), you can check what interest rate will apply to you through our 100% accurate, [online quote](#).

Cost of borrowing

To help you understand the total cost of interest over the term of your loan, you can download a detailed Excel or PDF showing the total cost of borrowing for a range of example loans. These documents include 3 and 5 year terms for loan rates and limits.

[Download xls](#)

[Download pdf](#)

Loan calculator

For a quick estimate of how much money you can borrow and what your repayments will be like you can use our [personal loan calculator](#).

About interest rates and borrowing limits

What is an interest rate?

An interest rate is the rate at which you are being charged for your loan, and it is generally based on a percentage of your loan amount applied over a period of time. Most lending institutions charge a fixed (not subject to change) interest rate, whether it's against a loan or credit card purchase and repayments.

There are a range of factors that contribute to setting an interest rate, and different banks and financial institutions have their own formulas for calculating the rate.

How we calculate interest rates

We know everyone is different, and the size of your loan and the length of time you wish to pay it back in is going to differ from person to person; which is why our interest rates differ from person to person.

Each application is assessed individually and an interest rate applied based on your credit history and other risk predictors, such as stability of employment and residence.

Borrowing limits

Harmony's credit rules set a maximum borrowing limit for different interest rates and is part of our credit risk assessment. However, this isn't the only factor in borrowing limits. Borrowing limits also reflect a monthly repayment the borrower can comfortably repay. This is in alignment with our lending policy, and Responsible Lending principles, which are designed to ensure loan offer limits will not lead to financial stress.

Fees

Borrowers who maintain their regular repayments schedule will be charged no additional fees beyond the one-off Establishment Fee.

Establishment fee

Harmony charges an up-front, one-off Establishment Fee of \$200 for loans of below \$5,000, or \$450 for loans of \$5,000 and above. The Establishment Fee is added to the approved loan amount. The Establishment Fee will be charged on the loan being advanced. These Establishment Fees also apply to Top Ups.

Dishonour fee

In the case where a repayment is dishonoured, a \$15 fee will be charged to the account due to the additional administration required to re-process the payment. The fee will be due in the next payment.

Overdue fee

The Overdue Fee is charged if a payment is not made in full and the account goes into arrears. The fee payable is \$20 on each of 6, 36, 66, 96, 120 days after the payment date, if the account remains outstanding. The fee will be payable on the next direct debit date.

Legal fees

If enforcement action is required against a borrower, any legal and associated third party costs incurred will be charged to the borrower account. The costs charged are due in the next payment.