

# Why choose

# ING Commercial

# Fixed Rate Loans?



Effective July 2021

## General features

<b>General description</b>	Available for loans of <b>up to \$3 million</b> for the purchase and/or refinance of commercial property for owner occupation or investment. The loan provides you the comfort of locking in your repayments for up to 5 years; as well as giving you the flexibility to make less than \$20,000 of additional repayments in any 1 year period without incurring break costs.
<b>Target market</b>	Self-employed trading businesses looking for the security of a fixed rate and the freedom to make additional repayments (conditions apply).
<b>Key benefits</b>	<ul style="list-style-type: none"><li>• A set and forget type loan with no annual review where total exposure is less than \$2 million. For loans above \$2 million annual reviews are subject to LVR.</li><li>• 20 year loan term with an LVR of up to 75% (LVR restrictions may apply)</li><li>• No ongoing fees or charges</li><li>• Competitive commitment fee structure</li><li>• No fees for making additional repayments (less than \$20,000 of additional repayments in any 1 year period)</li></ul>

## Key features

<b>Ability to make additional repayments</b>	Yes, you can make additional regular or lump sum repayments of less than \$20,000 in any 1 year period - see Break costs for further details.
<b>Redraw</b>	Not available while in fixed interest rate period.
<b>Portable</b>	Yes, substitution of security
<b>Combination loan options</b>	Can be combined with a Commercial Variable Rate Loan
<b>Split loans</b>	Yes, no maximum number of splits
<b>Rate lock in</b>	The fixed rate can be locked in at the time of Indicative Approval and held for a period of 90 days, subject to receipt of the Commercial Fixed Rate lock in form and fee. The interest rate will only be locked in once ING receives payment of the Rate Lock in fee (i.e. the request and the Rate Lock in fee have successfully been processed). For further details on the terms and conditions, refer to the Commercial Fixed Rate Lock In Form.

## Loan details

<b>Loan purpose</b>	The purchase or refinance of commercial property: <ul style="list-style-type: none"><li>• Owner occupied</li><li>• Business purposes</li><li>• Cash out (limits apply)</li><li>• Investment properties</li><li>• Equity reimbursement</li></ul> <b>Note:</b> Construction or development, working capital or payment of tax liabilities are not acceptable
<b>Eligible borrowers</b>	Individual, company and trust* borrowers - (predominant source of income must be from small business, not PAYG or Investment) <b>Note:</b> Internet and phone banking are not available for company and trust borrowers. *SMSF/Hybrid Trusts are not currently acceptable.
<b>Loan term</b>	Up to 20 years
<b>Fixed rate term</b>	1 to 5 years (Where the LVR exceeds 70%, the fixed interest period will be capped at 3 years)



<b>Repayment type</b>	<ul style="list-style-type: none"> <li>Principal &amp; interest</li> <li>Interest only - investment purpose only (maximum period 5 years)</li> </ul> <p><b>Note:</b> Interest only repayment type is not available to owner occupied. Where the LVR exceeds 70%, interest only period will be capped at 3 years.)</p>
<b>Repayment method</b>	Direct debit
<b>Repayment frequency</b>	<ul style="list-style-type: none"> <li>Monthly (if interest only, repayments must be monthly)</li> <li>Fortnightly</li> </ul>
<b>Minimum loan amount</b>	\$500,000
<b>Maximum loan amount</b>	\$3 million for total facility
<b>Interest calculations</b>	Calculated on the daily balance and charged once a month

### Key credit guidelines

<b>LVR</b>	<p><b>Major metropolitan areas</b></p> <ul style="list-style-type: none"> <li>Up to 75% for Principal &amp; Interest and Interest Only</li> </ul> <p><b>Regional areas</b></p> <ul style="list-style-type: none"> <li>Up to 65% for Principal &amp; Interest and Interest Only</li> </ul> <p><b>Note:</b> LVR may be subject to industry type.</p>
<b>Security</b>	<ul style="list-style-type: none"> <li>Registered first mortgage</li> <li>Non specialised commercial (Retail, industrial, office, residential and Childcare centres) in major metro areas and select regional locations</li> <li>Specialised commercial properties (Boarding houses and Service stations) considered on a case-by-case basis</li> <li>Unacceptable Securities - Panel-beater, mechanical workshop, pubs and accommodation, vacant land and construction</li> </ul> <p><b>Note:</b> Please refer to your ING Commercial Sales representative for more information.</p>

### Fees

	New borrowing	Less than \$1,000,000	\$1,000,000 - \$3,000,000
<b>Commitment fee</b>		\$1,000	0.20% of loan amount
	The commitment fee will be charged after application passes pre-vetting and will only be refunded if application is declined. Where the total new borrowing is \$1 million or more, a commitment fee of \$2,000 will be charged upfront, with the outstanding portion of the commitment fee being charged at settlement.		
<b>Fixed Rate Lock-In fee</b>	A fee equal to 0.30% of the fixed loan amount will be payable for each loan application where a Fixed Rate interest rate lock-in is requested.		
<b>Monthly or annual account keeping fees</b>	No monthly or annual account keeping fee		
<b>Line fee</b>	No Line fee		
<b>Valuation fee</b>	Mandatory. Please refer to Valuation Fee Schedule		
<b>Split fee</b>	\$100 per split		
<b>Break costs</b>	May apply if: <ul style="list-style-type: none"> <li>the fixed rate loan is discharged or switched prior to the end of the selected fixed term</li> <li>\$20,000 or more in additional repayments in any 1 year period</li> </ul>		
<b>Early repayment fee</b> (applicable only for loans not regulated by the National Credit Code)	<ul style="list-style-type: none"> <li>Applies to loans discharged within the first 5 years</li> <li>Amount payable is 1 months' interest based on original loan amount</li> </ul>		
<b>Discharge fee</b>	\$250 (plus legal and third party costs)		



Want to talk about an ING commercial loan?  
Get in touch with your ING representative



Connect  
ING Australia - Broker



Submit your commercial application via email to:  
pcm@ing.com.au

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