

## Commercial Update

3 March 2016

### REMINDER: WE HAVE DECREASED OUR \$1M < \$2M INTEREST RATE

Just in case you missed it, we have reduced the variable interest rate for our \$1million < \$2million tier to 4.89% p.a. (comparison rate 4.96% p.a.).

### HANDY HINTS: SUPPORTING DOCUMENTS

To avoid delays in the assessment of your loan application, here are some tips on the supporting documents you need to include in your submission:

- Application summary
- Financials for all entities - remember to cross out or remove references to TFNs
- Completed servicing calculator
- Contract of Sale and/or current lease/s.

If you need assistance workshopping an application or would like to know more about our commercial offering, call your ING DIRECT representative today.

### INDICATIVE PRIORITY COMMERCIAL MORTGAGE INTEREST RATES

Rates are indicative only and subject to change without notice. Indicative interest rates are also available on the Introducer website at [introducer.ingdirect.com.au](http://introducer.ingdirect.com.au). Simply select 'Commercial Mortgages' and 'Interest Rates'. Commercial fixed rates may change daily. The fixed rate that will apply will be the fixed rate applicable on the settlement date.

#### Commercial interest rates (effective as at 3 March 2016)

COMMERCIAL VARIABLE RATE LOANS	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings <\$500k	5.29%	5.36%
Aggregate Borrowings \$500k to < \$750k	5.18%	5.25%
Aggregate Borrowings \$750k to < \$1 million	5.08%	5.15%
Aggregate Borrowings \$1 million < \$2 million	4.89%	4.96%
Aggregate Borrowings \$2 million+	4.75%	4.82%
COMMERCIAL FIXED RATE LOANS	Interest Rate (p.a.)	Comparison Rate (p.a.)
Commercial 1 Year Fixed Rate	5.03%	5.34%
Commercial 2 Year Fixed Rate	4.96%	5.30%
Commercial 3 Year Fixed Rate	4.83%	5.24%
Commercial 4 Year Fixed Rate	5.18%	5.32%
Commercial 5 Year Fixed Rate	5.27%	5.35%

**For the curious:** ING DIRECT will consider applications above \$5.0 million on a case-by-case basis. The interest rate on these applications will be determined through your Business Development Manager. The above interest rates apply to Priority Commercial Mortgages for new business. Rates are reviewed and may change at any time without prior notice. The interest rate will be set on the settlement date for all loans, including fixed rate loans. All interest rates quoted above are indicative only. The comparison rates are based on a loan amount of \$150,000 over a loan term of 25 years. **WARNING:** The comparison rates are true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in different comparison rates. Aggregate borrowing refers to total commercial ING DIRECT borrowings. All applications for credit are subject to ING DIRECT's credit approval criteria. **WARNING:** If you select a fixed rate loan, break costs may be payable if at any time before the fixed term expires, you pay out your loan or you make additional payments, or you ask us to change your loan type or fixed interest period. Break costs may be substantial. Any advice in this email does not take into account your, or your clients' objectives, financial situation or needs, and you should consider whether it is appropriate for you, or your clients. Before making any decision in relation to our loan products you should read the relevant Terms and Conditions booklet and Fees and Limits Schedule. ING DIRECT reserves the right to amend the published rates and the terms and conditions applying to its products and services at any time without prior notice. Further information regarding interest rates, fees, terms & conditions is available from your Business Development Manager. You received this email as you provided ING DIRECT with your email address. However, if you do not wish to receive further email communications from ING DIRECT please send an email to [marketing@marketing.ingdirect.com.au](mailto:marketing@marketing.ingdirect.com.au) with "Unsubscribe" in the subject line or call 1300 656 226. Products are issued by ING DIRECT, a division of ING Bank (Australia) Limited ABN 24 000 893 292, AFSL 229823 and Australian Credit Licence 229823.