

Commercial Update

14 April 2016

New Commercial Fixed Rate Lock In Feature

Would your customers like peace of mind, knowing that they can secure a fixed rate? To help you give your customers this assurance and for you to manage interest risk, ING DIRECT is introducing a Commercial Fixed Rate Lock In facility.

This facility will be available from 18 April 2016.

The key features of the Fixed Rate Lock In facility are:

- Rate lock in available from indicative approval
- Rate lock in applicable for 90 days
- Lower of Lock In rate or Fixed Rate at settlement to apply
- No limit on loan amount
- Rate lock in fee 0.30% of loan amount
- Submit to pcm@ingdirect.com.au by 4pm for same day loading
- Allows customer-initiated loan amount changes of +/- \$20,000.

Ask your ING DIRECT representative to find out more or visit the Introducer website.

Why consider ING DIRECT for commercial?

Do you have a commercial loan deal coming up? Think ING DIRECT! Here's a reminder about some of the key benefits of an ING DIRECT Commercial Mortgage:

1. Competitive interest rates
2. Up to 75% LVR for Interest Only repayments available (conditions apply)
3. Commercial Discussion Paper (available at <https://introducer.ingdirect.com.au/commercial/forms.htm>) for complex commercial loan proposals. Our Credit Team will respond within 48 hours of your proposed submission
4. Upfront valuations available
5. Dedicated commercial coaching team to help you workshop deals.

To find out more reasons why you should consider ING DIRECT for Commercial, contact your ING DIRECT Representative.

Are you looking for a Commercial State of Mind?

We are pleased to let you know that we've launched our commercial lending training program, 'A Commercial State of Mind,' tailored for residential brokers, with the aim to support brokers expand their skills and capitalise on diversification opportunities.

The full-day course covers a variety of modules including borrowing types and the fundamentals of financial assessments, client interview and engagement techniques, the

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benefits and challenges of different business structures, how to create opportunities and develop valuable business partnerships.

If you're interested in attending our new program in 2016 or just want to find out a little more about these, contact our Credit Assist Team on tpd.creditassist@ingdirect.com.au.

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. 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 14 April 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	5.13%	5.35%
Commercial 2 Year Fixed Rate	5.10%	5.33%
Commercial 3 Year Fixed Rate	4.97%	5.27%
Commercial 4 Year Fixed Rate	5.30%	5.37%
Commercial 5 Year Fixed Rate	5.41%	5.41%

For the curious: Information is current as at the above date and is subject to change. 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 have a Fixed Rate Loan you may be charged break costs if, before the expiry of the fixed interest period: (a) you make an additional payment of \$20,000 or more, or make additional payments totalling \$20,000 or more in any one-year period (with the first one-year period starting on the first day of the fixed interest period); or (b) you pay out that fixed rate loan or an amount becomes due and payable; or (c) we agree to change your loan type or fixed interest period that applies to your loan. Break costs could be substantial if interest rates fall during the fixed interest period. You should take break costs into consideration when deciding whether you want to fix your interest rate. 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 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.