

## Commercial Update

9 June 2016

### NEW ENHANCED COMMERCIAL SERVICING CALCULATOR

We are pleased to release our new, easier-to-use Commercial Servicing Calculator to save you time, speed up the approval process and make information easier to understand.

The new calculator features:

- The ability to split financial information between entities and rental income across multiple properties for easier reconciliation
- Clearer sections to make it easier for you to review
- A handy checklist to complete before the submission stage to make sure all required documents are included.

The new Commercial Servicing Calculator is now available to download from the calculator page on the secure section of our ING DIRECT Introducer Website. The existing calculator can be used up until 30 June, 2016.

Contact your ING DIRECT representative to find out more.

### HANDY HINTS TO AVOID DELAYS

Keen to avoid delays in the processing of your commercial loan applications? Don't forget to:

- Delete tax file numbers from documents
- Include the customer's mother's maiden name.

### REMINDER: UP FRONT VALUATIONS AVAILABLE FOR COMMERCIAL LOANS

Late last year, we introduced upfront valuations for commercial properties. To order a valuation, you just need to complete the Upfront Valuation Request form on the [Introducer website](#).

To avoid delays in your valuation request being completed, please include payment details, along with any supporting documents. This may include a:

- Full copy of the Contract of Sale for purchases
- Copy of the lease agreement/s (where an existing lease is in place).

Email the completed form and supporting documents to our Credit Assist team at: [tpd.creditassist@ingdirect.com.au](mailto:tpd.creditassist@ingdirect.com.au). Please note that the valuation fee is non-refundable.

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### 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](#). Commercial fixed rates may change daily. The fixed rate that will apply will be the fixed rate applicable on the settlement date unless you rate lock. Information about rate lock can be found on the [Introducer website](#).

#### Commercial interest rates effective from 9 June 2016

COMMERCIAL VARIABLE RATE LOANS	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings <\$500k	5.09%	5.16%
Aggregate Borrowings \$500k to < \$750k	4.99%	5.06%
Aggregate Borrowings \$750k to < \$1 million	4.89%	4.96%
Aggregate Borrowings \$1 million < \$2 million	4.69%	4.76%
Aggregate Borrowings \$2 million+	4.59%	4.66%
COMMERCIAL FIXED RATE LOANS	Interest Rate (p.a.)	Comparison Rate (p.a.)
Commercial 1 Year Fixed Rate	5.00%	5.15%
Commercial 2 Year Fixed Rate	4.95%	5.14%
Commercial 3 Year Fixed Rate	4.88%	5.10%
Commercial 4 Year Fixed Rate	5.12%	5.17%
Commercial 5 Year Fixed Rate	5.22%	5.22%

**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](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.