

Commercial Update

21 July 2016

CHANGES TO VERIFICATION OF IDENTITY

To make things easier for you and more consistent Australia-wide, we're simplifying the requirements for identity documentation that brokers need to submit for customers. The new requirements for face-to-face identification are:

1. At least one photo identification document is required for all customers. We still require two documents to verify a customer's identity, with at least one document from List A
2. Plus one other form of identification from List B, for example a Medicare card.

You can see the updated Identification Form on the [Commercial Mortgages Forms](#) page of the Introducer website.

To help you transition to the new process, we'll still accept identification as per the previous requirements until 1 August, 2016.

If you have any questions, please contact your ING DIRECT representative.

IN THE NEWS: STRONG DEMAND FOR COMMERCIAL LENDING

Could you benefit from strong demand for commercial lending? According to Reserve Bank lending figures, lenders' business loan portfolios grew by 7.4 per cent over the 12 months to May.

Find out more in the recent *Mortgage Business* article featuring our very own National Partnership Manager, John Kolyvas.

Click [here](#) to read the full article or find it on our [LinkedIn page](#).

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](#).

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Commercial interest rates effective from 21 July 2016

COMMERCIAL VARIABLE RATE LOANS	Interest Rate (p.a.)	Comparison Rate (p.a.)
New Commercial Borrowings <\$500k	5.09%	5.16%
New Commercial Borrowings \$500k to < \$750k	4.99%	5.06%
New Commercial Borrowings \$750k to < \$1 million	4.89%	4.96%
New Commercial Borrowings \$1 million < \$2 million	4.69%	4.76%
New Commercial Borrowings \$2 million+	4.59%	4.66%
COMMERCIAL FIXED RATE LOANS	Interest Rate (p.a.)	Comparison Rate (p.a.)
Commercial 1 Year Fixed Rate	4.82%	5.14%
Commercial 2 Year Fixed Rate	4.75%	5.10%
Commercial 3 Year Fixed Rate	4.70%	5.06%
Commercial 4 Year Fixed Rate	4.94%	5.11%
Commercial 5 Year Fixed Rate	5.02%	5.13%

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. 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.