

# Commercial Update.



## Interest Rates

For information on our current interest rates, [see our Introducer website](#).

## Experience & Process Improvements

We're excited to be introducing two new look commercial forms.

1. Application for Company/Trust borrowers form
2. Additional Guarantor form

The aim of this initiative is to streamline the application process by simplifying the sections and providing you with a form tailored to company/trust borrowers and unregulated loans. We have also taken the opportunity to amalgamate the *Company and Trust Appendix and Distribution of Loan Documents forms*.

You now have all you need in the one form. With a reduced number of pages the new form will save you time and paper wastage.

For those more complex structures we have also developed an *Additional Guarantor form*, removing the need for you to manually extract the relevant sections from the application form. This will help you to collect the guarantor's information faster, keeping their information in the one handy place.

It's important to note that if the borrower is an individual and the application contains a residential component, you must continue to use the *Individual form* as it includes the responsible lending section.

The new forms are now available on the Introducer site and are located under *Commercial loans>Forms*.

## Want to find out more or talk about a commercial loan?

Get in touch with your ING DIRECT Representative, they can help you with your submissions, workshopping deals or scenarios.

### Contact us

To learn more



Visit [introducer.ingdirect.com.au](http://introducer.ingdirect.com.au)



Call 1300 656 226



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