

Commercial Update.



Interest rates

ING DIRECT regularly reviews interest rates across its product range. Our most recent review has resulted in the need to increase variable interest rates on all existing priority commercial mortgage loan products by 0.08% p.a. effective from 4 April 2017.

Please be advised that new business rates are unchanged and the above interest rate increase will not apply to applications that are formally approved from 4 April 2017.

Reminder: Experience & Process Improvements

Just in case you missed our recent updates, here are our initiatives which focus on a better broker experience:

ICR Servicing Indicator

The new servicing calculator is a simple and intuitive tool that will save you time providing you with an indicative servicing guide when entering 3 key pieces of information:

- Business/Personal income
- Property income
- Loan amount

Commercial loan application form for Company/Trusts

We have streamlined the application process by simplifying the sections and providing you with a form tailored to company/trust borrowers and unregulated loans - it is all you need in the one form.

Both the *ICR Servicing Indicator* and the *Commercial loan application form for Company/Trusts* are now available on our introducer website.

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.

To learn more



Visit introducer.ingdirect.com.au



Call 1300 656 226



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ING DIRECT
60 Margaret Street, Sydney, NSW, AU