

# Commercial Update.



## Interest rates

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



## The RBA leaves the cash rate on hold

ING DIRECT's Treasurer Michael Witts spoke to Peter Switzer on Sky Business last week, discussing the Reserve Bank's decision to leave the official cash rate on hold for May at its record low of 1.50%. Go to [Switzer](#) to hear what Michael had to say.

## Have you considered ING DIRECT for Commercial?

With competitive entry costs, no ongoing fees and a dedicated team to support you, an ING DIRECT commercial loan could be a great choice for your commercial property investor and SME customers. Here's a reminder of why you should choose ING DIRECT for your commercial customers. We offer:

- Greater control, we put you in charge of the client relationship. With a firm focus on commercial lending, we're here to grow the business relationship with you and support your client.
- Maximum interest-only LVRs of 75% for metropolitan locations and 70% for regional areas, which means a lower deposit for your customers and more equity for them to invest in other property

- Loan terms of up to 20 years, which means lower repayments to help with your customer's cash flow
- The ability to complete a Commercial Discussion Paper, our Commercial Credit Specialist team will respond to you within 48 hours, helping to ensure you have a smooth credit experience.
- Upfront valuations to avoid delays and identify any unexpected issues early.

### **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.

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