

Commercial Update.



Changes to our Credit Guidelines

We will be making some changes to our underwriting guidelines, with some of the key changes outlined below. The new underwriting guidelines will be effective for applications received from **19 January 2018** and will be available in the coming weeks by logging in at our Introducer website.

Introducing relationship management for loans greater \$3 million

Where an application is greater than \$3 million (per customer/group, excluding residential home loans) it will be allocated a dedicated Commercial Account Manager who will manage this application from submission to settlement. It's important to highlight that your current ING commercial representative remains your first point of contact and will continue to assist you. Please continue to submit your commercial applications as usual.

Please note, the processing of transactions up to \$3 million will remain unchanged and continue to be processed as normal.

Residential Security

We have made several changes to the underwriting guidelines where a residential property forms part of the proposed security:

1. A residential security property is no longer acceptable security on a stand alone basis. It's important to note that we will continue to accept a property which is used for mixed purposes (commercial/residential). However the maximum LVR has been reduced to 75% (from 80%).
2. Equity release against residential collateral is limited to 20% of the property value. Where the funds are to be used towards the purchase of a commercial property with ING, the equity release cannot exceed 20% of the value of the purchased commercial property.

Acceptable Security

The following security types will be considered on a case-by-case basis:

- Boarding houses in inner Sydney/Melbourne/Brisbane - max LVR 60%.

Boarding houses outside of these areas are no longer acceptable.

- Serviced apartments or offices
- Child Care centres (lease in place to national operator) with minimum 3 years profitable operation. Major metropolitan areas only, max LVR 65% freehold basis
- Service stations leased to major/national operators who are responsible for environmental damage.
- Commercial properties < 50 sqm
- Residential unit blocks in suburban/metropolitan locations (maximum 12 units per block with minimum unit size 50 sqm. A minimum of 2 years investment income servicing capacity must be evidenced.
- Other property requiring specialist management

The following are no longer acceptable forms of security:

- Panel beater and mechanical workshop

Can we help?

If you have any questions about any of the information above, please contact your ING representative for more information.

[Contact us](#)

To learn more



Visit introducer.ing.com.au



Call 1300 656 226



Important Information: All applications for credit are subject to ING's credit approval criteria. 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. Further information regarding interest rates, fees and terms & conditions is available from your Business Development Manager. ING is a business name of ING Bank (Australia) Limited, ABN 24 000 893 292 Australian Credit Licence 229823. You received this email as you provided ING with your email address. However, if you do not wish to receive further email communications from ING please send an email to marketing@marketing.ing.com.au with "Unsubscribe" in the subject line or call 1300 656 226.

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