



Commercial Update.



Changes to ING Commercial Underwriting Guidelines

We will be making changes to our Commercial Underwriting Guidelines. These changes apply to commercial loan applications or variation applications received by ING from **1 November 2019**. The changes are outlined below:

Loan to Value Ratio

Where the maximum LVR of 75% (standard metro) currently applies, this will be reduced to 70%. Security properties that are located in the major metro area and fall under the following categories are:

- Logistical properties - properties that allow for multiple uses and do not cause any potential limitations to re-letting efforts (internal alterations are possible with minor effort)
- Offices
- Mixed use; and
- Residential blocks (up to 12 units)

Cash-out threshold

The cash-out threshold will be limited to \$100,000 (previously up to 75% of the value of the commercial security property).

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

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

[Contact us](#)

To learn more



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Call 1300 656 226



Important Information: Information is correct on the date of publication and is subject to change. All applications for credit are subject to ING's credit approval criteria. Fees and charges apply. 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 and your clients 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 reply@eccoms.ing.com.au with "Unsubscribe" in the subject line or call 1300 656 226.

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