

Keep Me Updated

26 May 2016

REMINDER: CHANGES TO VARIABLE INTEREST RATES

Just a reminder that we have changed our variable interest rates for new home loan applications. You can review all of our interest rates on the following pages. Contact your ING DIRECT representative for more information.

NEW STANDARDISED SETTLEMENT FEE

We are replacing our current settlement fee structure with a standard flat settlement fee of \$299 on Friday 3 June 2016. By simplifying our fee structure, you and your customers will have full transparency on what they will be charged.

The new flat fee will apply to each new loan application received from and including Friday 3 June 2016 and will be deducted at settlement.

More information about the new fee structure is in the table below:

New settlement fee structure	
Fees included	Fees not included
Documentation and settlement	Loan variations
Search and/or dealing fees	Bank cheque fees or PEXA fees
Express Post charges	Land title registration fees
Additional security	Agency settlement fees
Additional interstate security	Telegraphic transfer/EFT fees
Individual guarantee	Stamp duty
Company guarantee	Old system/qualified title land
Review trust deeds	

Loans offers issued before Friday 3 June 2016 will fall under the old fee structure and fees will be collected by Gadens at settlement.

Please let your customers know about this change so that they are aware of what they will be charged at settlement. To reflect this change, we will also be updating our pre-settlement fees and charges brochure that is available on the brochures page of the Introducer website.

NEW FIELDS REQUIRED FOR VARIATION APPLICATIONS

Your customer's Customer Identification File (CIF) and their mother's maiden name are now required when submitting variation applications via Apply Online. Please note that these are mandatory fields and must be completed at the application stage for the submission to be successful, so remember to ask your customer for these details.

PUBLIC HOLIDAY CLOSURE- MONDAY 13 JUNE

Please note that the Sydney ING DIRECT office will be closed on Monday 13 June, 2016 for the Queen's Birthday public holiday.

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OWNER OCCUPIED Interest rates effective from 27 May 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$500k+ AND:		
LVR ≤ 80%	3.94%	4.14%
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	3.94%	4.14%
LVR > 80% ≤ 90% (incl. LMI)	4.09%	4.29%
LVR > 90%	4.77%	4.96%
Aggregate Borrowings less than \$150k	4.77%	4.96%
ORANGE ADVANTAGE/FIXED RATE LOAN COMBINATION*	Interest Rate (p.a.)	Comparison Rate (p.a.)
Where an owner occupied Fixed Rate Loan is combined with an Orange Advantage (100% Interest Offset) home loan, the following fixed interest rates will apply.		
1 Year Fixed Rate	4.29%	4.62%
2 Year Fixed Rate	4.19%	4.57%
3 Year Fixed Rate	3.98%	4.48%
4 Year Fixed Rate	4.49%	4.60%
5 Year Fixed Rate	4.59%	4.63%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$500k+ AND:		
LVR ≤ 80%	4.09%	4.10%
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	4.09%	4.10%
LVR > 80% ≤ 90% (incl. LMI)	4.24%	4.25%
LVR > 90%	4.65%	4.66%
Aggregate Borrowings less than \$150k	4.65%	4.66%
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	4.39%	4.63%
2 Year Fixed Rate	4.29%	4.59%
3 Year Fixed Rate	4.08%	4.50%
4 Year Fixed Rate	4.59%	4.63%
5 Year Fixed Rate	4.69%	4.67%

For the curious: Information is current as at the above date and is subject to change. The comparison rates are based on a loan amount of \$150,000 over a loan term of 25 years. **WARNING:** The comparison rates are true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in different comparison rates. Aggregate borrowings refer to total residential ING DIRECT borrowings. Interest rate discounts for an LVR of 90% or less are available only for new owner occupied borrowings and new to ING DIRECT security property, this offer may be withdrawn at any time. LVR based interest rates do not apply to Fixed Rate or Construction loans. With an Orange Advantage home loan, an annual fee of \$199 applies (first year annual fee of \$199 is currently waived for formally approved loans); and 100% interest offset when linked to our Orange Everyday transaction account and you make a deposit into this account. *The interest rate that will be applicable to your new owner occupied Fixed Rate Loan during the fixed interest period when combined with an Orange Advantage home loan is the ING DIRECT Fixed Rate applicable for the fixed interest period as at the settlement date of this loan less a fixed interest rate discount of 0.10% p.a. **WARNING:** If you have a Fixed Rate Loan you may be charged break costs if, before the expiry of the fixed interest period: (a) you make an additional payment of \$10,000 or more, or make additional payments totalling \$10,000 or more in any one-year period (with the first one-year period starting on the first day of the fixed interest period); or (b) you pay out that fixed rate loan or an amount becomes due and payable; or (c) we agree to change your loan type or fixed interest period that applies to your loan. Break costs could be substantial if interest rates fall during the fixed interest period. You should take break costs into consideration when deciding whether you want to fix your interest rate. All other terms in relation to the interest rate for your Fixed Rate Loan remain the same. Lending Criteria, Fees, Terms and Conditions apply. All applications for credit are subject to ING DIRECT credit approval criteria. Any advice in this email is general and 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 any of our products you, and your clients, should read the relevant PDS and Terms and Conditions booklet and Fees and Limits Schedule, available at our website or by calling 133 464. If you, or your clients, have a complaint, please call 133 464 at any time, as we have procedures in place to help resolve any issues you, or your client may have. Products are issued by ING DIRECT, a division of ING Bank (Australia) Limited ABN 24 000 893 292, AFSL and Australian Credit Licence 229823. You received this email as you provided ING DIRECT with your email address. However, if you do not wish to receive further email communications from ING DIRECT please send an email to marketing@marketing.ingdirect.com.au with "Unsubscribe" in the subject line or call 1300 656 226.

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INVESTMENT Interest rates effective from 27 May 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$150k+	4.34%	4.54%
Aggregate Borrowings less than \$150k	4.77%	4.96%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$150k+	4.49%	4.50%
Aggregate Borrowings less than \$150k	4.65%	4.66%
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	4.59%	4.65%
2 Year Fixed Rate	4.44%	4.62%
3 Year Fixed Rate	4.35%	4.58%
4 Year Fixed Rate	4.69%	4.67%
5 Year Fixed Rate	4.69%	4.67%

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