

## Keep Me Updated

21 July 2016

### REMINDER: INTEREST RATES

We recently reduced some of our rates. In case you missed them, some of the highlights are below:

Loan type	New rate (% p.a.)	Comparison rate (% p.a.)	Repayment type
Orange Advantage variable interest rate for owner occupiers between 80-90% LVR (inclusive of LMI) for purchase only	3.99%	4.21%	Principal and interest
Orange Advantage variable interest rate for investment loans with less than 80% LVR	4.24%	4.46%	Principal and interest or interest only

These rates apply to new loans with new ING DIRECT security property, a minimum loan amount of \$150,000.

We've also decreased most of our residential fixed rates for owner-occupier and investor loans.

If you'd like more information on these or any of our other rates, please contact your ING DIRECT representative.

### SIMPLIFIED VERIFICATION OF IDENTITY REQUIREMENTS

We are simplifying our identification requirements for all loan applications. The changes to our forms will mean a more streamlined experience for both you and your customers. A summary of the key changes, effective from 20 July, 2016, are:

#### 1. Identification Form

- A single Identification Form is now available for all loan applications for when you have completed a face-to-face interview with your customer
- At least one photo identification document is now required for all customers. We still require two documents to verify a customer's identity, with at least one document from List A (that is, a photo identification document) and one from List B.

**2. Removal of individual WA and SA Identification forms.** These forms are no longer required for applications where the security property is located in either South Australia or Western Australia.

## Keep Me Updated

**3. AusPost 'Land title identity verification form' and removal of the ING DIRECT 'Verifying your Identity' form.** When you are not able to have a face-to-face interview with your customer, our standard Identification Form can't be used. The customer can take the 'Land title identity verification form' to any participating Australia Post outlet in order to have their identity verified and the completed record will be provided directly to ING DIRECT. We will no longer accept the Verifying Your Identity Form, which previously allowed a client's identity to be verified by an acceptable certifier (for example, Justice of the Peace).

The two Identification Forms are now available on our introducer website and will be required for all applications submitted from **1 August, 2016**. We will continue to accept our current identification forms for any loan applications received before this date.

### NEED HELP WITH AN ELECTRONIC VALUATION REQUEST?

Did you know that for any IT issues with desktop valuations you can call Valuation Management Systems (VMS) support directly? This should give you a faster response on IT issues, which should result in a quicker turnaround for your valuation.

Please contact VMS Support on [vmssupport@corelogic.com.au](mailto:vmssupport@corelogic.com.au) or (02) 8019 8297.

## Keep Me Updated

### OWNER OCCUPIED Interest rates effective from 22 July 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
<b>Aggregate Borrowings \$500k+ AND:</b>		
LVR ≤ 80%	3.94%	4.16%
<b>Aggregate Borrowings \$150k+ AND:</b>		
LVR ≤ 80%	3.94%	4.16%
LVR > 80% ≤ 90% (incl. LMI)	3.99%	4.21%
LVR > 90%	4.77%	4.98%
<b>Aggregate Borrowings less than \$150k</b>	4.77%	4.98%
ORANGE ADVANTAGE/FIXED RATE LOAN COMBINATION*	Interest Rate (p.a.)	Comparison Rate (p.a.)
<b>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.</b>		
1 Year Fixed Rate	4.09%	4.62%
2 Year Fixed Rate	3.91%	4.54%
3 Year Fixed Rate	3.88%	4.47%
4 Year Fixed Rate	4.49%	4.62%
5 Year Fixed Rate	4.49%	4.61%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
<b>Aggregate Borrowings \$500k+ AND:</b>		
LVR ≤ 80%	4.09%	4.11%
<b>Aggregate Borrowings \$150k+ AND:</b>		
LVR ≤ 80%	4.09%	4.11%
LVR > 80% ≤ 90% (incl. LMI)	4.14%	4.16%
LVR > 90%	4.65%	4.67%
<b>Aggregate Borrowings less than \$150k</b>	4.65%	4.67%
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	4.19%	4.63%
2 Year Fixed Rate	4.01%	4.56%
3 Year Fixed Rate	3.98%	4.50%
4 Year Fixed Rate	4.59%	4.65%
5 Year Fixed Rate	4.59%	4.65%

**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.

## Keep Me Updated

### INVESTMENT Interest rates effective from 22 July 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
<b>Aggregate Borrowings \$150k+ AND:</b>		
LVR ≤ 80%	4.24%	4.46%
LVR > 80% ≤ 90% (incl. LMI)	4.39%	4.61%
<b>Aggregate Borrowings less than \$150k</b>	<b>4.77%</b>	<b>4.98%</b>
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
<b>Aggregate Borrowings \$150k+ AND:</b>		
LVR ≤ 80%	4.39%	4.41%
LVR > 80% ≤ 90% (incl. LMI)	4.54%	4.56%
<b>Aggregate Borrowings less than \$150k</b>	<b>4.65%</b>	<b>4.67%</b>
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	4.39%	4.65%
2 Year Fixed Rate	4.19%	4.59%
3 Year Fixed Rate	3.97%	4.49%
4 Year Fixed Rate	4.59%	4.65%
5 Year Fixed Rate	4.59%	4.65%

**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 are available only for new Investment borrowings and new to ING DIRECT security property, this offer may be withdrawn at any time. 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 Fixed Rate Loan during the fixed interest period will be the ING DIRECT Fixed Rate applicable for the fixed interest period as at the settlement date of this loan. **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](mailto:marketing@marketing.ingdirect.com.au) with "Unsubscribe" in the subject line or call 1300 656 226.