

Keep Me Updated

5 August 2016

INTEREST RATES

ING DIRECT Orange Advantage variable home loan rates for existing and new investor and owner occupier customers will reduce by 0.12% p.a. effective from Monday 15 August, 2016. All other variable home loan rates for existing and new investor and owner occupier customers will reduce by 0.10% p.a. effective from Monday 15 August, 2016.

Updated rate tables showing these reductions will be sent to you on Friday 12 August, 2016.

CURRENT SERVICE LEVELS AND LOAN SUBMISSIONS

Due to our recent rate reductions, we are experiencing a high volume of loan applications, but are committed to processing these applications as quickly as possible.

To help make sure your applications are processed as quickly as possible, here are some reminders:

- Order an upfront valuation via your ING DIRECT VMS access (the VMS system will automatically order the appropriate valuation type and will link the valuation report to the application). You don't need to submit the valuation report to ING DIRECT upon receipt.
- Make sure you submit fully completed customer identification forms for all borrowers and that they are completed by an authorised agent (you as the broker or via Australia Post).
- Send all supporting documents in one submission.
- For PAYG customers where base income is to be used for servicing, we only need their two most recent pay slips (issued within the last 60 days).
- For self-employed applicants, please make sure the most recent financials are provided (for the 2014 and 2015 financial years).
- For existing customers, please include the customer's Client Identification File (CIF) number.

Our current service levels are available via our Introducer website and are updated daily.

We appreciate your support during this busy period and are working to return to our standard service levels as quickly as possible. We will continue to provide you and your aggregator with updates on our progress in reducing turnaround times.

Please contact your ING DIRECT representative for further information.

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OWNER OCCUPIED Interest rates effective from 5 August 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$500k+ AND:		
LVR ≤ 80%	3.79%	4.01%
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	3.79%	4.01%
LVR > 80% ≤ 90% (incl. LMI)	3.99%	4.21%
LVR > 90%	4.77%	4.98%
Aggregate Borrowings less than \$150k	4.77%	4.98%
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	3.89%	4.60%
2 Year Fixed Rate	3.74%	4.51%
3 Year Fixed Rate	3.69%	4.42%
4 Year Fixed Rate	4.34%	4.57%
5 Year Fixed Rate	4.49%	4.61%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$500k+ AND:		
LVR ≤ 80%	3.94%	3.96%
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	3.94%	3.96%
LVR > 80% ≤ 90% (incl. LMI)	4.14%	4.16%
LVR > 90%	4.65%	4.67%
Aggregate Borrowings less than \$150k	4.65%	4.67%
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	3.99%	4.61%
2 Year Fixed Rate	3.84%	4.53%
3 Year Fixed Rate	3.79%	4.45%
4 Year Fixed Rate	4.44%	4.60%
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.

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INVESTMENT Interest rates effective from 5 August 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	4.24%	4.46%
LVR > 80% ≤ 90% (incl. LMI)	4.39%	4.61%
Aggregate Borrowings less than \$150k	4.77%	4.98%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	4.39%	4.41%
LVR > 80% ≤ 90% (incl. LMI)	4.54%	4.56%
Aggregate Borrowings less than \$150k	4.65%	4.67%
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%

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