

Keep Me Updated

1 September

RATE CHANGES

Effective 2 September, 2016, ING DIRECT will be increasing its interest rates for owner occupier home loans with maximum LVRs of 80% and minimum loan amounts of \$150,000.

Owner occupier loan type	New interest rate (% p.a.)	Comparison rate (% p.a.)
Orange Advantage LVR 80% or less. Minimum loan amount: \$150,000	3.74%	3.96%
Mortgage Simplifier LVR: 80% or less. Minimum loan amount: \$150,000	3.89%	3.91%

The following conditions apply:

- Rates apply to new loan applications received on or after 2 September, 2016
- Does not apply to applications already submitted (we will honour the interest rate applicable at the time of application)
- For purchases and refinances
- Both principal and interest, and interest-only repayments available
- Loan must include new to bank security.

CHANGE TO ORANGE ADVANTAGE ANNUAL FEE PROMOTION

Our current Orange Advantage first annual fee waiver promotion will be ending on 2 September, 2016. From this date, customers will be charged their first \$199 annual fee at the time they settle their loan.

- Applications received on or after 2 September will be charged the \$199 annual fee
- The fee does not apply to applications that have already been submitted
- The ongoing annual fee will continue to be charged as it is currently: on the anniversary of the customer's settlement date each year.

Our annual fee is one of the lowest in the market and with no monthly fees or split loan fees, plus use of ATMs for free with an Orange Everyday account, plus much more, Orange Advantage loans are still great value for customers.

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NEW MORTGAGE DISCHARGE PROCESS

From 6 September, 2016, the discharge process for all ING DIRECT mortgage customers will be changing. The changes include:

- Customers will need to call ING DIRECT on 133 464 and ask for a Mortgage Discharge Request form. They will be provided with the form and a unique individual discharge code via email. The unique individual discharge code needs to be included on the form when it's submitted.
- Customers, brokers, solicitors or other representatives can submit the form to ING DIRECT via email or post (details on the Mortgage Discharge Request form). The customer's unique individual discharge code must be submitted with the form in order for it to be processed. Old versions of the form and any forms that do not include a unique customer discharge code will not be accepted.
- ING DIRECT will no longer accept surplus funds after settlement, except for surplus funds that are deposited into an ING DIRECT account. The updated discharge form includes this change.

If you have any questions about these changes, please contact your ING DIRECT representative.

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OWNER OCCUPIED Interest rates effective from 2 September 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$500k+ AND:		
LVR ≤ 80%	3.74%	3.96%
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	3.74%	3.96%
LVR > 80% ≤ 90% (incl. LMI)	3.87%	4.09%
LVR > 90%	4.65%	4.86%
Aggregate Borrowings less than \$150k	4.65%	4.86%
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%	4.51%
2 Year Fixed Rate	3.74%	4.43%
3 Year Fixed Rate	3.69%	4.35%
4 Year Fixed Rate	4.34%	4.50%
5 Year Fixed Rate	4.49%	4.55%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$500k+ AND:		
LVR ≤ 80%	3.89%	3.91%
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	3.89%	3.91%
LVR > 80% ≤ 90% (incl. LMI)	4.04%	4.06%
LVR > 90%	4.55%	4.57%
Aggregate Borrowings less than \$150k	4.55%	4.57%
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	3.99%	4.52%
2 Year Fixed Rate	3.84%	4.45%
3 Year Fixed Rate	3.79%	4.37%
4 Year Fixed Rate	4.44%	4.54%
5 Year Fixed Rate	4.59%	4.59%

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; 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 2 September 2016

ORANGE ADVANTAGE (100% INTEREST OFFSET)	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	4.12%	4.34%
LVR > 80% ≤ 90% (incl. LMI)	4.27%	4.49%
Aggregate Borrowings less than \$150k	4.65%	4.86%
MORTGAGE SIMPLIFIER	Interest Rate (p.a.)	Comparison Rate (p.a.)
Aggregate Borrowings \$150k+ AND:		
LVR ≤ 80%	4.29%	4.31%
LVR > 80% ≤ 90% (incl. LMI)	4.44%	4.46%
Aggregate Borrowings less than \$150k	4.55%	4.57%
FIXED RATE LOANS*	Interest Rate (p.a.)	Comparison Rate (p.a.)
1 Year Fixed Rate	4.39%	4.56%
2 Year Fixed Rate	4.19%	4.51%
3 Year Fixed Rate	3.97%	4.42%
4 Year Fixed Rate	4.59%	4.59%
5 Year Fixed Rate	4.59%	4.59%

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