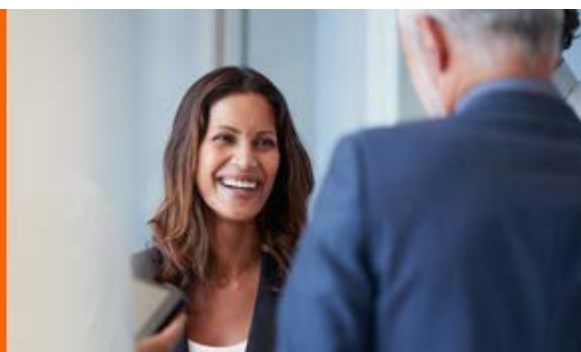


# Residential Update.



## Interest Rate Changes

Effective from 7 July 2017, we will be making changes to some variable interest rates for both new and existing customers. Refer below for information on interest rates that will be subject to change.

### Existing Customers

Effective from 7 July 2017, existing customer interest rates will change as follows:

- Owner Occupied Orange Advantage **Principal & Interest** to decrease by 0.05% p.a.
- Owner Occupied **Interest Only** to increase by 0.20% p.a.
- Investment **Interest Only** to increase by 0.35% p.a.

We will waive any switching fees until 31 August 2017 for existing customers with Interest Only loans wishing to switch to Principal & Interest repayments. Customers who switch to a Principal and Interest repayment type may be eligible for a lower interest rate.

### New Customers

Effective for new applications formally approved from 7 July 2017, the following interest rates will apply for applications of \$150,000 or more:

Owner Occupied Interest Only				
Product	LVR	Current	New	New Comparison Rate
Orange Advantage	<= 80%	3.94% p.a.	4.14% p.a.	4.45% p.a.
Mortgage Simplifier	<= 80%	4.09% p.a.	4.29% p.a.	4.31% p.a.

Investor Interest Only				
Product	LVR	Current	New	New Comparison Rate
Orange Advantage	<= 80%	4.54% p.a.	4.69% p.a.	5.00% p.a.
Mortgage Simplifier	<= 80%	4.69% p.a.	4.84% p.a.	4.86%p.a.

Please note - The current Orange Advantage Principal and Interest rate for owner occupied borrowings of over \$150k with an LVR of 80% or less will remain unchanged at 3.79% p.a.

The interest rate table on [our Introducer website](#) will be updated to reflect all changes.

### Changes to Underwriting Guidelines

Please note effective 7 July 2017, we will no longer be accepting loan applications for investor loans with LVR greater than 80%. Any applications received up until 6 July 2017 will be processed under current underwriting guidelines.

To learn more



Visit [introducer.ingdirect.com.au](http://introducer.ingdirect.com.au)



Call 1300 656 226



**For the curious:** To be eligible for Orange Advantage LVR Based interest rates, the following conditions apply: Applications must be for a new loan with new security property to ING DIRECT. The interest rate applicable is based on the capitalised LVR including any applicable LMI. For fixed rate loans, the interest rate discount that will apply at the end of the fixed interest period will be outlined in the customer's loan documentation. For this to apply, the original loan amount, loan purpose and LVR must be eligible for LVR based interest rates at the time of application. Important info Information and interest rates above are current as at the date of this email and are subject to change. This offer may be withdrawn at any time. All applications for credit are subject to ING DIRECT's credit approval criteria. Fees and charges apply. The comparison rate is based on a loan amount of \$150,000 over a loan term of 25 years. WARNING: This comparison rate is true only for the example given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Any advice on this email does not take into account your client's objectives, financial situation or needs and your clients should consider whether it is appropriate for them. Before making any decision in relation to any of our products you and your clients, should read the relevant Terms and Conditions booklet, Fees and Limits Schedule, Key Facts Sheet and Credit Guide

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