

Residential Update.



We will be making changes to our new business interest rates. Please see below for details.

Variable Rate Reductions

Effective for new loan applications received from **27 March 2019**, we will be reducing some Orange Advantage and Mortgage Simplifier interest rates for Owner Occupied and Investment loans as follows:

Mortgage Simplifier	New Interest Rate (p.a.) (variable)	Comparison Rate (p.a.)*
Owner Occupied Principal & Interest Aggregate Borrowings \$1 million+ LVR less than or equal to 80%	3.76%	3.79%
Owner Occupied Principal & Interest Aggregate Borrowings \$150k to less than \$1 million LVR less than or equal to 80%	3.80%	3.82%
Owner Occupied Principal & Interest Aggregate Borrowings \$150k+ LVR greater than 80% and less than or equal to 90%	3.90%	3.92%
Owner Occupied Principal & Interest Aggregate Borrowings \$150k+ LVR greater than 90%	4.10%	4.12%
Owner Occupied Principal & Interest Aggregate Borrowings less than \$150k All LVR tiers	4.77%	4.79%
Investment Principal & Interest	4.04%	4.06%

Aggregate Borrowings \$150k+ LVR less than or equal to 80%		
Investment Principal & Interest Aggregate Borrowings less than \$150k All LVR tiers	4.85%	4.87%
Investment Interest Only Aggregate Borrowings \$150k+ LVR less than or equal to 80%	4.44%	4.46%
Investment Interest Only Aggregate Borrowings less than \$150k All LVR tiers	5.30%	5.32%

Orange Advantage	New Interest Rate (p.a.) (variable)	Comparison Rate (p.a.)*
Owner Occupied Principal & Interest Aggregate Borrowings \$1 million+ LVR less than or equal to 80%	3.81%	4.13%
Owner Occupied Principal & Interest Aggregate Borrowings \$150k to less than \$1 million LVR less than or equal to 80%	3.85%	4.17%
Owner Occupied Principal & Interest Aggregate Borrowings \$150k+ LVR greater than 80% and less than or equal to 90%	3.95%	4.27%
Owner Occupied Principal & Interest Aggregate Borrowings \$150k+ LVR greater than 90%	4.15%	4.46%
Owner Occupied Principal & Interest Aggregate Borrowings less than \$150k All LVR tiers	4.92%	5.22%
Investment Principal & Interest Aggregate Borrowings \$150k+ LVR less than or equal to 80%	4.09%	4.41%
Investment Principal & Interest Aggregate Borrowings less than \$150k All LVR tiers	5.05%	5.35%
Investment Interest Only Aggregate Borrowings \$150k+ LVR less than or equal to 80%	4.49%	4.80%

	ING Direct	
Investment Interest Only	5.50%	5.79%
Aggregate Borrowings less than \$150k		
All LVR tiers		

Fixed Rate Reductions (Investor)

The interest rate on the following fixed rate loans will reduce effective from **27 March 2019**:

Principal & Interest / Interest Only	Interest Rate (p.a.)	Comparison Rate (p.a.)*
3 Year Fixed Rate	4.09%	5.48%
4 Year Fixed Rate	4.59%	5.51%
5 Year Fixed Rate	4.59%	5.41%

Variable Rate Increases (Owner Occupied Interest Only Loans)

Effective for new loan applications received from **27 March 2019**, we will be increasing the following Orange Advantage and Mortgage Simplifier Owner Occupied rates for Interest Only Loans:

Mortgage Simplifier	Interest Rate (p.a.)(variable)	Comparison Rate (p.a.)
Owner Occupied Interest Only Aggregate Borrowings \$1 million+ LVR less than or equal to 80%	4.35%	4.37%
Owner Occupied Interest Only Aggregate Borrowings \$150k to less than \$1 million LVR less than or equal to 80%	4.39%	4.41%
Owner Occupied Interest Only Borrowings less than \$150k All LVR tiers	5.30%	5.32%

Orange Advantage	Interest Rate (p.a.)(variable)	Comparison Rate (p.a.)
Owner Occupied Interest Only Aggregate Borrowings \$1 million+ LVR less than or equal to 80%	4.40%	4.71%
Owner Occupied Interest Only Aggregate Borrowings \$150k to less than \$1 million LVR less than or equal to 80%	4.44%	4.75%

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

Turnaround Times

We're pleased to announce that our turnaround times for new home loan applications are currently within 2 business days from application submitted date to credit assessment decision.

Where an application submitted includes all supporting documents required and upfront valuations ordered and is successful, formal approval is currently issued within 2 business days.

Can we help?

If you have any questions about any of the information above, please contact your ING representative for more information.

Contact us

To learn more



Visit introducer.ing.com.au



Call 1300 656 226.



For the curious: Information and interest rates are correct on the date of publication and are subject to change. All applications for credit are subject to ING's credit approval criteria. Fees and charges apply.

Any advice in this email does not take into account you or your customers' objectives, financial situation or needs and you should consider whether it is appropriate for you or your customers.

Before making any decision in relation to our products, you and your customers should read the relevant Terms and Conditions booklet and Fees & Limits Schedule available at ing.com.au. If you or your customers have a complaint please call 133 464 at any time, as we have procedures in place to help resolve any issues you, or your customer may have. Products are issued by ING, a business name of ING Bank (Australia) Limited ABN 24 000 893 292, AFSL and Australian Credit Licence 229823.

In relation to our interest rates, aggregate borrowing refers to total new residential ING borrowings, excluding commercial loans. To be eligible for Orange Advantage & Mortgage Simplifier LVR Based interest rates, the following conditions apply:

- Applications must be for a new loan with new security property to ING
- The interest rate applicable is based on the capitalised LVR including any applicable LMI.

Interest rate discounts for LVR 90% or less are available only for new to ING security property. If you apply to borrow more than 80% of the property value, you will be required to obtain Lenders Mortgage Insurance.

Fixed loans: If your customers select a fixed rate loan, break costs may be payable if at any time before the fixed term expires, your customers (1) pay out their loan or they make additional payments of \$10,000 or more in an anniversary year, (2) your customers ask us to make certain changes to their loan including their loan type, their repayment type, their loan purpose or their fixed interest period. Break costs may be substantial.

Fixed Rate Loans will revert to the current Mortgage Simplifier variable interest rate at the end of the fixed interest period. Important points to note:

- Where applicable LVR Based Interest Rates will apply.
- 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.

***Comparison rates**

The comparison rate is based on a home loan amount of \$150,000 over a loan term of 25 years. **WARNING:** This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate.

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ING
60 Margaret Street, Sydney, NSW, 2000, AU