

Residential Update.



Interest Rates

Our current interest rates are available [here](#).

As recently announced, we'll be reducing our variable residential home loan interest rates by **0.25% p.a. for new and existing customers from 25 June 2019**. These reductions are not reflected in our current interest rates. Our interest rate table will be updated to reflect the reduced variable rates from 25 June 2019.

Changes to ING Underwriting Guidelines

We recently made changes to our Residential Mortgages Underwriting Guidelines. Here is a quick summary of the changes which are now effective:

- Evidence of funds to complete may not be required where the LVR is less than or equal to 80%
- Car allowance income is now accepted at 80%
- Superannuation income is now accepted at 80%
- Personal loans and other unsecured loans will be assessed at the higher of the actual repayments or assessed repayments. Assessed repayments are based on monthly Principal & Interest repayments over 7 years at 10.00% p.a.
- Notional rent is now mandatory in applications where an applicant has a rent-free or low-rent arrangement.

ING wins 4 awards at the 2019 RFI Australian Banking Innovation Awards

ING received a number of awards at the recent RFI *Australian Banking Innovation Awards*. We believe it's important to highlight these awards to our business partners to provide you with confidence when introducing customers to ING.

ING won in the following categories:

- Australia's Most Trusted Bank

- Financial Services Executive of the Year - Uday Sareen, ING's CEO
- Best Communication Strategy
- Most Innovative Financial Institution

Click [here](#) if you're keen to find out more.

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.



Important information: 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. Credit provided 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 a customer applies to borrow more than 80% of the property value, they will be required to obtain Lenders Mortgage Insurance.

You received this email as you provided ING with your email address. However, if you do not wish to receive further email communications from ING please send an email to ING - reply@eccoms.ing.com.au with "Unsubscribe" in the subject line or call 1300 656 226. Unless otherwise stated, the expiry date of any award will be 1 year.

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