

Residential Update



Interest Rates

From **26 March 2020**, we'll be changing some of our fixed interest rates for owner occupied and investment loans. From this date, our fixed rates will start from as low as **2.09% p.a.** (3.77% p.a. comparison rate) for a new Owner Occupied 2 year fixed rate loan with Orange Advantage. Variable home loan rates remain unchanged.

Please see below for the new fixed rates effective from **26 March 2020**.

Owner Occupied Fixed Rates with Orange Advantage (Principal & Interest)

Principal & Interest	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*
1 Year Fixed Rate	2.19%	3.95%
2 Year Fixed Rate	2.09%	3.77%
3 Year Fixed Rate	2.14%	3.62%
4 Year Fixed Rate	2.49%	3.59%
5 Year Fixed Rate	2.54%	3.50%

Owner Occupied Fixed Rates (Principal & Interest)

Principal & Interest	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*
1 Year Fixed Rate	2.29%	3.96%
2 Year Fixed Rate	2.19%	3.79%

3 Year Fixed Rate	2.24%	3.65%
4 Year Fixed Rate	2.59%	3.63%
5 Year Fixed Rate	2.64%	3.54%

Investor Fixed Rates (Principal & Interest)

Principal & Interest	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*
1 Year Fixed Rate	2.74%	4.60%
2 Year Fixed Rate	2.64%	4.41%
3 Year Fixed Rate	2.69%	4.25%
4 Year Fixed Rate	3.04%	4.18%
5 Year Fixed Rate	3.09%	4.03%

Investor Fixed Rates (Interest Only)

Interest Only	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*
1 Year Fixed Rate	2.89%	4.99%
2 Year Fixed Rate	2.79%	4.83%
3 Year Fixed Rate	2.84%	4.70%
4 Year Fixed Rate	3.19%	4.66%
5 Year Fixed Rate	3.24%	4.57%

The interest rate page on our [Introducer website](#) will be updated on **26 March 2020** to reflect these changes.

*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.

ING Supporting Customers Impacted by COVID-19

To support ING customers who suffer a loss of income or employment due to COVID-19, we ask that they contact us as they may be eligible for a three month deferral of their ING home

loan repayments. An extension for a further three months may also be available on request and will be subject to financial assessment.

Please note that a loan deferral arrangement will mean a customer is not required to make any repayments during the deferral period, however interest and fees will continue to accrue on the loan. This will result in a higher loan balance at the end of the deferral period, and an increase to minimum repayments so that the loan can still be paid within its term.

Affected customers should either:

- Visit <https://www.ing.com.au/help-and-support/coronavirus-covid-19.html> or
- Contact ING's dedicated specialist hardship support team on 1300 349 166 Monday to Friday between 8.45am and 5.00pm (AEST).

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 your customers have a complaint please call 133 464, 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.

Applications must be for a new loan with new security property to ING

If you apply to borrow more than 80% of the property value, you will be required to obtain Lenders Mortgage Insurance.

Fixed Rate Loans will revert to the current Mortgage Simplifier variable interest rate at the end of the fixed interest period. If your customers select a fixed rate loan, break costs may be payable if, at any time before the

fixed rate expires, they (1) pay out their loan, make an additional payment of \$10,000 or more, or they 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 (2) they ask us to make certain changes to their loan including but not limited to their loan type, their repayment type, their loan purpose, their fixed interest period, the security on their property, their approved loan amount, their loan term, the borrowers on your loan or any other change that requires your loan to be re-documented. They should refer to the Home Loan terms and conditions for details and contact us on 133 464 for an estimate of the break costs that may be payable by them in the above circumstances. Any additional payments or advanced funds are not available for redraw during the fixed interest period.

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