

Residential Update.



We're pleased to advise that effective for new loan applications formally approved from **Friday, 25 September 2020**, our variable interest rates will be reduced by 0.10% p.a. for owner occupied Mortgage Simplifier and Orange Advantage home loans with Principal & Interest repayments, LVR up to 90% and loan amounts above \$150,000.

Please see below for the changes:

MORTGAGE SIMPLIFIER	Owner Occupied		
	New Variable Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest			
Aggregate Borrowings \$1 million+ LVR less than or equal to 80%	2.45%	2.48%	- 0.10%
Aggregate Borrowings \$500k to less than \$1 million LVR less than or equal to 80%	2.49%	2.52%	- 0.10%
Aggregate Borrowings \$150k to less than \$500k LVR less than or equal to 80%	2.49%	2.52%	- 0.10%
Aggregate Borrowings \$150k+ LVR greater than 80% and less than or equal to 90%	2.59%	2.62%	- 0.10%

ORANGE ADVANTAGE	Owner Occupied		
	New Variable Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest			
Aggregate Borrowings \$1 million+ LVR less than or equal to 80%	2.50%	2.85%	- 0.10%
Aggregate Borrowings \$500k to less than \$1 million LVR less than or equal to 80%	2.54%	2.89%	- 0.10%
Aggregate Borrowings \$150k to less than \$500k LVR less than or equal to 80%	2.54%	2.89%	- 0.10%
Aggregate Borrowings \$150k+ LVR greater than 80% and less than or equal to 90%	2.64%	2.98%	- 0.10%

The interest rate tables on our [new broker portal](#) will be updated on **25 September 2020** to reflect these changes.

Customer Identification Numbers

To simplify the process for customers that apply for a new loan with ING, a new Customer Identification Number will be generated and sent to applicants via an SMS. This Customer Identification Number is how your customer will be identified by ING and allows them to:

- open new accounts
- set up their online access

Please note that for existing ING customers, their Customer Identification Number will remain unchanged and can be found on their debit card or ING bank statement.

Where they wish to open additional accounts, please advise them to contact ING 24/7 on 133 464.

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.

***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.

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.

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