



Interest Rates

Variable Interest Rate Changes

Following a review of our interest rates, we'll be increasing our variable interest rates on Orange Advantage Owner Occupied and Investment loans by 0.10% p.a. for new home loan **applications from 3 February 2022**. Due to our extended turnaround times, we will apply current interest rates to **applications formally approved by Tuesday 8 February 2022**.

Please note interest rates on our Mortgage Simplifier remain unchanged and will continue to provide a competitive, low rate home loan option for customers.

The interest rate table on our [broker portal](#) will be updated to reflect these changes.

Please see below for details of the variable interest rates that will be changing.

Fixed Interest Rate Changes

From **3 February 2022**, we'll be increasing our fixed interest rates for Owner Occupier and Investment loans by 0.30% p.a. for new home loan applications.

The increase to these fixed interest rates for Owner Occupier and Investment home loans will be effective for loans that settle on or after 3 February 2022. Where a Fixed Rate Lock In form and fee (\$749) have been received prior to 3 February 2022, the fixed rate that was locked in will be the rate applicable at settlement. Please note that the fixed rate lock in is

valid for 90 days from receipt of payment of the Rate Lock In Fee.

Full terms and conditions for the Fixed Rate lock in and form can be found [here](#).

Please see below for details of the fixed interest rates that will be changing.

Variable Interest Rates - Effective 3 February 2022

ORANGE ADVANTAGE	Owner Occupied			Investment		
	New Variable Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Variable Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest						
Aggregate Borrowings \$1m + and LVR ≤ 80%	2.14%	2.50%	+ 0.10%	2.44%	2.79%	+ 0.10%
Aggregate Borrowings \$500,000 to \$999,999 and LVR ≤ 80%	2.14%	2.50%	+ 0.10%	2.44%	2.79%	+ 0.10%
Aggregate Borrowings \$150,000 to \$499,999 and LVR ≤ 80%	2.14%	2.50%	+ 0.10%	2.44%	2.79%	+ 0.10%
Aggregate Borrowings \$150,000 + and LVR > 80% ≤ 90%	2.44%	2.79%	+ 10%	N/A	N/A	N/A
Aggregate Borrowings \$150,000 + and LVR > 90%	2.94%	3.28%	+ 0.10%	N/A	N/A	N/A

ORANGE ADVANTAGE	Owner Occupied			Investment		
	New Variable Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Variable Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Interest Only						
Aggregate Borrowings \$1m + and LVR ≤ 80%	2.84%	3.18%	+ 0.10%	2.84%	3.18%	+ 0.10%
Aggregate Borrowings \$500,000 to	2.84%	3.18%	+ 0.10%	2.84%	3.18%	+ 0.10%

\$999,999 and LVR ≤ 80%						
Aggregate Borrowings \$150,000 to \$499,999 and LVR ≤ 80%	2.84%	3.18%	+ 0.10%	2.84%	3.18%	+ 0.10%

Fixed Interest Rates - Effective 3 February 2022

Fixed Rates with Orange Advantage, LVR less than or equal to 80%

FIXED RATES (WITH ORANGE ADVANTAGE)	Owner Occupied			Investment		
	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest						
1 Year Fixed Rate	2.34%	3.96%	+ 0.30%	N/A	N/A	N/A
2 Year Fixed Rate	2.79%	3.89%	+ 0.30%	N/A	N/A	N/A
3 Year Fixed Rate	3.19%	3.89%	+ 0.30%	N/A	N/A	N/A
4 Year Fixed Rate	3.49%	3.92%	+ 0.30%	N/A	N/A	N/A
5 Year Fixed Rate	3.69%	3.96%	+ 0.30%	N/A	N/A	N/A

Fixed Rates with Orange Advantage, LVR greater than 80% and less than or equal to 90%

FIXED RATES (WITH ORANGE ADVANTAGE)	Owner Occupied			Investment		
	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest						
1 Year Fixed Rate	2.44%	3.97%	+ 0.30%	N/A	N/A	N/A
2 Year Fixed Rate	2.89%	3.91%	+ 0.30%	N/A	N/A	N/A
3 Year Fixed Rate	3.29%	3.91%	+ 0.30%	N/A	N/A	N/A
4 Year Fixed Rate	3.59%	3.95%	+ 0.30%	N/A	N/A	N/A
5 Year Fixed Rate	3.79%	4.00%	+ 0.30%	N/A	N/A	N/A

Fixed Rates with Orange Advantage, LVR greater than 90%

FIXED RATES (WITH ORANGE ADVANTAGE)	Owner Occupied			Investment		
	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest						
1 Year Fixed Rate	2.89%	4.01%	+ 0.30%	N/A	N/A	N/A
2 Year Fixed Rate	3.34%	3.99%	+ 0.30%	N/A	N/A	N/A
3 Year Fixed Rate	3.74%	4.03%	+ 0.30%	N/A	N/A	N/A
4 Year Fixed Rate	4.04%	4.10%	+ 0.30%	N/A	N/A	N/A
5 Year Fixed Rate	4.24%	4.18%	+ 0.30%	N/A	N/A	N/A

Stand Alone Fixed Rates, LVR less than or equal to 80%

FIXED RATES	Owner Occupied			Investment		
	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest						
1 Year Fixed Rate	2.44%	3.97%	+ 0.30%	2.64%	4.59%	+ 0.30%
2 Year Fixed Rate	2.89%	3.91%	+ 0.30%	2.99%	4.47%	+ 0.30%
3 Year Fixed Rate	3.29%	3.91%	+ 0.30%	3.39%	4.43%	+ 0.30%
4 Year Fixed Rate	3.59%	3.95%	+ 0.30%	3.69%	4.43%	+ 0.30%
5 Year Fixed Rate	3.79%	4.00%	+ 0.30%	3.89%	4.43%	+ 0.30%

Stand Alone Fixed Rates, LVR greater than 80% and less than or equal to 90%

FIXED RATES	Owner Occupied			Investment		
	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest						
1 Year Fixed Rate	2.54%	3.98%	+ 0.30%	N/A	N/A	N/A
2 Year Fixed Rate	2.99%	3.93%	+ 0.30%	N/A	N/A	N/A

3 Year Fixed Rate	3.39%	3.94%	+ 0.30%	N/A	N/A	N/A
4 Year Fixed Rate	3.69%	3.99%	+ 0.30%	N/A	N/A	N/A
5 Year Fixed Rate	3.89%	4.04%	+ 0.30%	N/A	N/A	N/A

Stand Alone Fixed Rates, LVR greater than 90%

FIXED RATES	Owner Occupied			Investment		
	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Principal & Interest						
1 Year Fixed Rate	2.99%	4.02%	+ 0.30%	N/A	N/A	N/A
2 Year Fixed Rate	3.44%	4.01%	+ 0.30%	N/A	N/A	N/A
3 Year Fixed Rate	3.84%	4.06%	+ 0.30%	N/A	N/A	N/A
4 Year Fixed Rate	4.14%	4.14%	+ 0.30%	N/A	N/A	N/A
5 Year Fixed Rate	4.34%	4.22%	+ 0.30%	N/A	N/A	N/A

Investment Stand Alone Fixed Rates, Interest only

FIXED RATES	Owner Occupied			Investment		
	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)	New Interest Rate (p.a.)	New Comparison Rate (p.a.)*	Change (p.a.)
Interest Only						
1 Year Fixed Rate	N/A	N/A	N/A	2.84%	4.98%	+ 0.30%
2 Year Fixed Rate	N/A	N/A	N/A	3.19%	4.88%	+ 0.30%
3 Year Fixed Rate	N/A	N/A	N/A	3.59%	4.84%	+ 0.30%
4 Year Fixed Rate	N/A	N/A	N/A	3.89%	4.83%	+ 0.30%
5 Year Fixed Rate	N/A	N/A	N/a	4.09%	4.82%	+ 0.30%

Turnaround Times

Due to the popularity of our policy changes and the Christmas break we are experiencing

longer loan processing times at ING. Whilst we're doing everything possible to return to shorter turnaround times, we feel it's important to keep you informed in order to manage customer expectations. We've mobilised all available resources to address the service issues we're experiencing.

We've also made some short-term changes to our assessment queues in order for us to process purchase applications quicker given their time-critical nature. We're also starting to make some progress in bringing our assessment times for refinance applications to more acceptable levels.

Please note our current assessment time frames are as follows:

Purchase

5 business days



Refinance / Pre-approvals

20 business days

Our Turnaround Times are updated daily at broker.ing.com.au



Sales Support Unit

Current speed to answer: 8 min

Have Your Say

How did ING perform over the last 12 months? We're keen to hear from you on our performance in 2021 and a great way of telling us would be completing MPA's annual *Brokers on Banks* [survey](#).

The survey closes on Friday, 11 February 2022.



Online help & support

Visit broker.ing.com.au



Sales Support Unit

1300 656 226
8:30 a.m. - 6:00 p.m. Monday
to Friday (AEST)

Or contact your ING
Representative



Helping Australians get ahead through the
power of community. Get involved at
ing.com.au/dreamstarter

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Before making any decision in relation to our products, you and your customers should read the relevant Terms and Conditions booklet, Fees & Limits Schedules, and Target Market Determination available at ing.com.au. If your 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 your customer applies to borrow more than 80% of the property value, they 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. 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.

A \$299 annual fee applies Orange Advantage Home Loans.

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