



Adviser Update



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Interest Rate Update

Savings Maximiser

- The highest variable interest rate for eligible customers is **2.80% p.a.** *
- The standard variable rate for new and existing customers is **1.15% p.a.**

Savings Accelerator

- The top tier Savings Accelerator variable rate (for balances > \$150,000) is **2.20% p.a.**

Business Optimiser

- The 6 month variable welcome rate for new and existing eligible customers is **1.80% p.a.** on balances up to \$1 million
- The standard variable rate for new and existing customers is **1.50%p.a.**

Personal & Business Term Deposits

ING has some of the most competitive Personal and Business Term Deposit interest rates available.

Term	Rate (p.a.)

120 Days	2.40%
210 Days	2.60%
270 Days	2.65%
1 Year	2.70%
2 Years	2.90%

Term Deposit Loyalty bonus 0.10%p.a.

If you roll over a Personal or Business Term Deposit (for the same or a different term) and all the funds are held in the new Personal or Business Term Deposit until the maturity date, you will be rewarded with a loyalty bonus - a non-cumulative add-on to the standard Personal or Business Term Deposit interest rate applicable at roll over.

For information on our current interest rates, please see our [Adviser website](#).

Living Super - Share Trading account closure

If your customer has a share trading facility that has been opened within Living Super for more than 5 months, and no trades have ever been placed, they will receive an email advising that it may be closed due to inactivity. We intend to close down the online share trading facility for these customers if there aren't any share trades by **8 June 2018**. Please note there are no fees incurred for closing, opening or re-opening a share trading account.

If your customers would like to leave their share trading account open please [contact your ING representative](#). If we don't hear from you by 8 June 2018, we'll close your customer's share trading facility.

First home buyers research

The *Millennial Homeownership Report May 2018* commissioned by ING reveals Australian millennials are living for today but also preparing for tomorrow and serious about homeownership. Furthermore, 64% of young Australians (aged between 22-37 years old) prefer to plan ahead rather than live life off the cuff, and more than a third (38%) are currently saving for a house to buy in the next three years.

Despite their aspirations and good intentions to owning a property, 61% of millennials aren't sure how much they need to save for a home deposit, including 40% of those that are currently saving. [Click here to read more](#).

ING Amsterdam releases 1Q18 net results

On 9 May, ING Amsterdam released their results for the Q1 2018. Ralph Hamers, CEO of ING Group said "We delivered solid profitability in the first quarter, at the same time providing a differentiating experience for customers and innovating to stay relevant for them in the future. We attracted new customers and deepened the relationship with existing ones. Overall customer numbers were up more than 400,000 during the quarter to 37.8 million. Primary relationships grew by 170,000 to 11.2 million, boosted by inflows in our

Challengers & Growth Markets, particularly in Australia. We are on track to achieve our goal of 14 million primary relationships by 2020." [Click here to read more.](#)

Did you know?

The *ING International Survey* February 2018 found that families don't talk enough about money. The idea has been posited as a reason for poor financial literacy among adults. In turn, family financial discussions can benefit children's money habits and planning abilities, teaching them how to control their own finances. In our results, most Australians in a couple felt it is both useful for finances (75%) and beneficial for their relationship (71%) to hold regular household finance meetings.

Need more information?

- Contact your ING representative
- Contact Adviser Services on 1300 656 226 Monday - Friday: 9:00am - 5:30pm AEST/AEDT or email direct.adviser@ing.com.au
- New applications can be emailed to adviser.applications@ing.com.au
- Account maintenance requests (including Adviser Authorisation Forms) can be emailed to adviser.admin@ing.com.au
- Living Super enquiries can be emailed to livingsuper.adviser@ing.com.au

To learn more



Visit adviser.ing.com.au



Call 1300 656 226



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Information and interest rates are current as at the date of publication and are subject to change.

*Savings Maximiser

The additional variable rate can only apply when you also have an Orange Everyday. The additional variable rate currently 1.65% p.a. (that is added to the Savings Maximiser standard variable rate) applies on one Savings Maximiser per customer for the next calendar month when you perform the following during the current calendar month:

- deposit at least \$1,000 from an external bank account to any personal ING account in your name (excluding Living Super and Orange One), and

- also make at least 5 card purchases using your ING debit or credit card (excluding ATM withdrawals, balance enquiries, cash advances and EFTPOS cash out only transactions).

Card purchases includes in store credit or EFTPOS purchases, online purchases, regular card payments,

payWave, Apple Pay, and Google Pay transactions made with an Orange Everyday Visa card, Orange One or Orange One Platinum Visa card or Nil Interest Visa card provided with an eligible ING home loan. Card purchases made in store or online this current calendar month which settle next calendar month do not count towards the 5 card purchases needed this current calendar month.

When determining if you are eligible under the offer, we also take into account the behaviour of any of your joint account holders or additional cardholders. The offer applies to a maximum of one nominated Savings Maximiser account held in your name (either single or joint account).

Any amounts above \$100,000 are subject to the Savings Maximiser standard variable rate applicable at the time. If you do not satisfy the conditions to receive the additional variable rate, the standard variable rate applies. If you have multiple Savings Maximiser accounts, visit online banking or call us on 133 464 to check or change which Savings Maximiser account receives the additional variable rate (if eligible). ING can change or withdraw the additional variable rate at any time. The additional variable rate is not payable in conjunction with any other promotional rate.

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