



Adviser Update



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Interest Rate Update

Business Optimiser[^]

- The 6 month variable welcome rate for eligible customers is **2.50% p.a.** on balances up to \$1 million[^]
- The standard variable rate for new and existing customers is **1.50% p.a.**

Business & Personal Term Deposits^{^^}

ING has some of the most competitive Business and Personal Term Deposit interest rates available, as compared on the Australian Money Market website (as at Thursday 11 October 2018 at 9am).

Business Term Deposit		
Term	Australian Money Market Rate Rank	Rate (p.a.)
120 Days	Equal 2nd	2.55%
210 Days	1st	2.80%
270 Days	Equal 2nd	2.65%
1 Year	1st	2.85%
2 Years	1st	2.90%
Personal Term Deposit		
Term	Australian Money	Rate (p.a.)

Market Rate Rank		
120 Days	Equal 2nd	2.55%
210 Days	1st	2.75%
270 Days	Equal 2nd	2.65%
1 Year	1st	2.85%
2 Years	1st	2.90%

Term Deposit Loyalty bonus 0.10%p.a.

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

Savings Maximiser

- The highest variable interest rate for new and existing eligible customers is **2.80% p.a.***
- The standard variable rate for new and existing customers is **1.00% p.a.**

Savings Accelerator

- The top tier **Savings Accelerator** variable rate (for balances > \$150,000) is **2.20% p.a.** This applies to your customer's total balance, not just amounts \$150,000 and over.

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

Preserving your wealth for the future

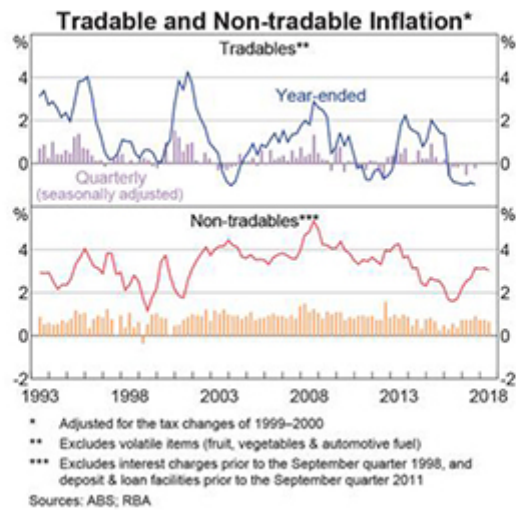
There is a strong desire amongst Australians to assist the next generation; where 58.52% (My Generation, September 2018) of Baby Boomers plan to leave an inheritance to their children. However the declining propensity to leave an inheritance suggests that there are concerns about money lasting through retirement. The research also revealed that although the majority of those surveyed do not feel confident about managing an inheritance, the overall confidence and preparedness improves with age. These contradictions show the need for quality financial advice to balance the preferences and needs of each generation.

Contact your ING representative if you would like to know more about the *My Generations* research.

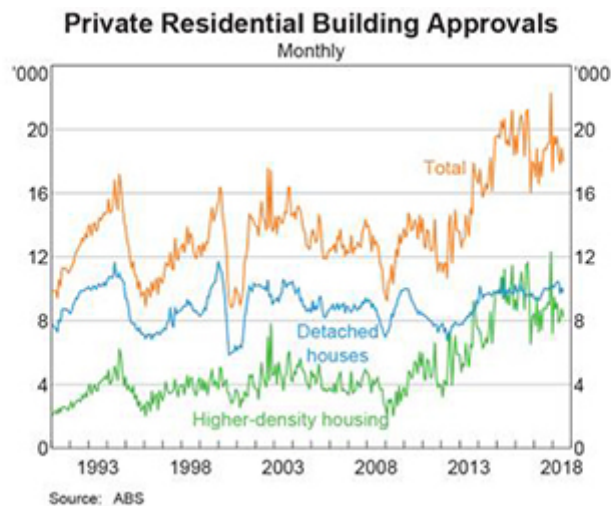
Economic Update

Australia

In the RBA's October meeting last Tuesday, the cash rate remained on hold for a 26th consecutive month. The RBA has stated that the next move is more likely to be up than down, but is still patiently waiting for signs of stronger wages growth and sustainably higher inflation. Both tradable and non-tradable inflation have been persistently stable in recent months. Unless real wages move higher, the market will continue to price zero chance of a rate hike for the foreseeable future.



Dwelling approvals released by the ABS fell 9.4% in August, continuing the downturn in dwelling investment. Private unit approvals lead the decline, down 17% for the month. The RBA Chart Pack shows private residential building approvals down significantly from the 2017 peak.



Offshore

The latest US unemployment rate released last Friday fell to 3.7%, the lowest level since 1969. Fed Chairman Powell said in a recent speech that the US economy is "a long way from neutral", suggesting more and potentially faster rate hikes to come. All evidence indicates that the US economy is booming. Major currencies continue to be weaker against a stronger US dollar, and AUD/USD has range traded recently between 70 and 72 cents US. However, the Italian governments deteriorating relationship with the EU, uncertainty surrounding Brexit implications and ongoing trade tensions between the US and China continue to weigh on global sentiment. Volatility in US bond yields is translating into up and down equity markets.

For more ING economic analysis, go to <https://think.ing.com/>.

Did you know?

Every household differs in the way they manage their finances. A TFI Research Project, *To pool or not to pool: Allocation of financial resources within households, October 2018* by Merike Kukk And Fred Van Raaij linked the use of individual and joint accounts to four factors: age or generation of household members, having children or not, total income level of the household and the type of financial products households are using.

[Click here to read more.](#)

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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Issuer Details:

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ING Living Super (which is part of the ING Superannuation Fund ABN 13 355 603 448 (Fund)) is issued by Diversa Trustees Limited ABN 49 006 421 638, AFSL 235153, RSE L0000635. ING is the Promoter of the Fund. The insurance cover offered by the Fund is provided by MetLife Insurance Limited ABN 75 004 274 882 AFSL 238096. Financial advice is provided by Link Advice Pty Ltd ABN 36 105 811 836, AFSL 258145.

*Savings Maximiser

The additional variable rate can only apply when your client also has an Orange Everyday. The additional variable rate currently 1.80% 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 your client performs the following during the current calendar month:

- deposits at least \$1,000 from an external bank account to any personal ING account in your client's name (excluding Living Super and Orange One), and
- also makes at least 5 card purchases that are settled (and not at a 'pending status') using their 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. When using the phrase 'settled' card purchases in a calendar month, we mean that the purchases made on your card must be fully processed by the end of the last day of that month. Card purchases made in store or online this current calendar month which are at a 'pending status' and do not settle until the next calendar month do not count towards the 5 card purchases needed this current calendar month.

When determining if your client is eligible under the offer, we also take into account the behaviour of any of your client's joint account holders or additional cardholders. The offer applies to a maximum of one nominated Savings Maximiser account held in your client's 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 your client does not satisfy the conditions to receive the additional variable rate, the standard variable rate applies. If your client has 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.

Business Optimiser: Variable welcome rate applies for 6 months from the date the Business Optimiser is opened on balances up to \$1 million and is subject to change. At the end of the 6 month period, the rate that applies to your client's balance will be the Business Optimiser standard variable rate applicable at the time. The offer is applicable on the first Business Optimiser opened per entity and is for a limited time only.

Business & Personal Term Deposits: Business and Personal Term Deposits require a minimum opening deposit of \$10,000. The interest rates that apply to Business and Personal Term Deposits are the interest rates that are current on the date the term deposit is opened.

Apple Pay and Google Pay

Apple Pay is a trademark of Apple Inc., registered in the U.S. and other countries. Google Pay is a trademark of Google LLC. The Apple Pay Terms and Conditions and the Google Pay Visa Debit Card Terms and Conditions for ING customers are available to consider when setting up mobile payments on your eligible device.

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