



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 25 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](#).

Everyday round up for Home Loans

We are excited to announce that our Everyday round up feature is now available for our variable home loan products, Mortgage Simplifier and Orange Advantage. With Everyday round up, every eligible purchase on a customer's Orange Everyday card can be rounded up to the nearest \$1 or \$5, and the extra amount is shifted from their Orange Everyday into their Mortgage Simplifier or Orange Advantage and could help pay down their home loan.

If you have any questions or would like more information, [click here to contact us](#).

Economic Update

Australia

Australia's Labour Force Survey revealed last week that Australia's unemployment rate fell -30 basis points to 5.0% in September. The sharp reduction was driven by a fall in the participation rate from 65.7% to 65.4%, as total employment only increased by +5.6k for the month, leading to a 2.3% increase y/y. The unemployment rate is now at the RBA's estimate of full employment (5%) which suggests that there should be increasing pressure on wage growth. However, the trend rate remains at 5.2% and therefore wage increases may still be a way off.

The RBA's October Board Minutes contained no major surprises, with the RBA remaining fairly upbeat on recent macro developments. Governor Phil Lowe and Deputy Governor Guy

DeBelle have both publically reiterated the RBA's upbeat view on Australia's labour market and economic growth, noting above-average employment growth, elevated job vacancies, and a falling unemployment rate in the last week. Australian CPI is released next week and will be a key driver for the medium term interest rate outlook. The equity market is largely following the offshore sentiment, with volatility increasing significantly in the last two weeks.

Offshore

US headline retail sales data for September rose 0.1% m/m, which along with strong consumer confidence and progress in wage gains suggest consumption will continue to grow through Q4. US companies reported positive earnings reports, however the equity markets have demonstrated increasing concern over the sustainability of the current strength against a backdrop of rising interest rates, increasing trade barriers and concerns over the Chinese and Italian economic positions.

Forecasts

ING has just released its latest global economic forecasts, which can be found [here](#). Not surprisingly, we have the RBA Cash Rate on hold for the foreseeable future.

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

Did you know?

According to the *My Generation* September 2018 report, more than 40% of Gen X and Y, and more than 61% of Gen Z don't know how their super is invested. Additionally more than one third of Baby Boomers don't know where their super is invested. Have you had a conversation to your clients about how and where their super is invested?

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:

Products (other than Living Super) are issued by ING, a business name of ING Bank (Australia) Limited ABN 24 000 893 292, AFSL and Australian Credit Licence 229823.

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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ING is a business name of ING Bank (Australia) Limited ABN 24 000 893 292 AFSL and Australian Credit Licence 229823.

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