



# Adviser Update



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## Interest Rate Update

### Business Optimiser<sup>^</sup>

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

### Business & Personal Term Deposits<sup>^^</sup>

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

Business Term Deposit	
Term	Rate (p.a.)
120 Days	2.55%
210 Days	2.75%
270 Days	2.65%
1 Year	2.80%
2 Years	2.80%
Personal Term Deposit	
Term	Rate (p.a.)
120 Days	2.55%

210 Days	2.75%
270 Days	2.65%
1 Year	2.75%
2 Years	2.80%

#### Savings Maximiser\*

- The highest variable interest rate for new and existing customers is **2.80 % p.a.** (available on one account for balances up to \$100,000 for eligible\* customers only)
- 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](#).

### What is the "ING Sauce"?

In a recent Australian Financial Review BOSS Magazine article, ING's CEO Uday Sareen was asked how ING was able to consistently be rated one of Australia's most trusted brand. Uday puts the bank's reputation down to a simple business model, the quality of its digital offering and customer-focused product design.

"We do what we say and we say what we do, and that is a simple business," Uday says. The article goes on to say that there is the "ING sauce", which refers to the way in which ING products are designed to benefit customers.

Some of our key customer-focused product developments such as *Everyday Round Up* have proven to be popular with over 190,000 customers taking it up since it was launched early last year.

A recent *Forbes'* magazine ranking of the world's best banks had ING (in 8 of the 23 countries where customers were surveyed) as one of two banks that rated highly in the survey. For more information, read [here](#).

### Economic Update

- Australian and offshore data prints have generally been weaker than expected.
- Australian Q4 GDP growth was 0.2%.
- Housing finance was also soft.
- US jobs and inflation data were weak.
- European inflation was tepid.
- Both the ECB and US Fed have made dovish comments over the last fortnight.
- Chinese stimulus continues to underpin their weakening growth.
- The RBA's Guy Debelle gave a speech last night focused on climate change as a risk to the financial system and monetary policy. [Click here to read more.](#)
- Britain is careering towards a hard Brexit with Theresa May's amended proposal rejected by the UK parliament last night. Europe has warned that they will not negotiate a third version of the agreement.

- There are some interesting articles to read on our global economics and research page [www.think.ing.com](http://www.think.ing.com).

## Did you know?

The ING International Survey Savings 2019 surveyed 14,695 retired and non-retired individuals and confirmed that 59% of Australians worry about having enough money in retirement. The age brackets show a relatively low rate at age 18-24 (57%), peaking around age 25-34 (64%) and narrowing to 45% by age 65 and over. According to this research we should be planning for the future earlier, rather than later. [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](mailto:direct.adviser@ing.com.au)
- New applications can be emailed to [adviser.applications@ing.com.au](mailto:adviser.applications@ing.com.au)
- Account maintenance requests (including Adviser Authorisation Forms) can be emailed to [adviser.admin@ing.com.au](mailto:adviser.admin@ing.com.au)
- Living Super enquiries can be emailed to [livingsuper.adviser@ing.com.au](mailto:livingsuper.adviser@ing.com.au)

To learn more



Visit [adviser.ing.com.au](http://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.

**\*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.

**Everyday Round Up:** Feature applies to card purchases only. Customers must opt in to Everyday Round Up and select to round up to the nearest \$1 or \$5. When you spend with your Orange Everyday card, we'll transfer the extra amount from your Orange Everyday to your nominated Savings Maximiser. A round up will not be debited if doing so would reduce your Orange Everyday balance below \$20. Full details at [ing.com.au](http://ing.com.au).

**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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60 Margaret Street, Sydney, NSW, 2000, AU