



# Adviser Update



## In this Update

- COVID-19 Update
- ING Australia Annual Report 2019
- Current Interest Rates for ING Deposit and Savings Products

## COVID-19 Update

With the continued spread of the novel coronavirus, ING is committed to ensuring the health and wellbeing of our staff and business partners, whilst also continuing to provide you with the consistent service you've come to expect from ING.

Needless to say, the health and safety of everyone is a priority so we continue to follow the recommendations of the Federal and State health departments in terms of practising hygiene and other proactive measures to protect against infection.

Whilst many ING staff are now working remotely, we can still be contacted via phone and email. Details are provided on our [Contact Us](#) page on the [ING Adviser website](#).

## ING Australia Annual Report 2019

2019 was a year of milestones for ING. We celebrated 20 years in Australia, grew 9.7% in statutory net profits in comparison to the previous year and a 30% rise in the number of Australians treating ING as their main bank.

We would like to thank you for your ongoing support.

[Click here](#) to read the full report.

## Current Interest Rates for ING Deposit and Savings Products

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

Rate name	Rate (p.a.)
Variable welcome rate <sup>+</sup>	1.50%

Standard variable rate <sup>++</sup>	0.50%
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+ For 6 months from account opening for eligible customers on balances up to \$1 million<sup>^</sup>.

++ For existing customers and new customers to which the variable welcome rate does not apply.

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

Term	Business Term Deposit Rate (p.a.)	Personal Term Deposit Rate (p.a.)
90 Day	0.85%	0.85%
120 Day	1.50%	1.50%
180 Day	1.55%	1.55%
210 Day	0.85%	0.85%
270 Day	1.55%	1.55%
330 Day	0.85%	0.85%
1 Year	1.60%	1.60%
2 Year	1.60%	1.60%

#### Savings Maximiser<sup>~</sup>

Rate name	Rate (p.a.)
Highest variable rate*	1.95% (incl. 1.70% additional variable rate)
Standard variable rate	0.25%

\* This rate is the combination of the additional variable rate with the standard variable rate. Available on one account for balances up to \$100,000 for eligible customers only. In addition to the eligibility criteria, this one account will need to be nominated as the Savings Maximiser account to receive the highest variable interest rate. If the account is not the nominated account, then the standard variable interest rate will apply.

#### Savings Accelerator

For account balances of	Rate (p.a.)
\$150,000 and more	1.25% variable
Between \$50,000 - \$149,999.99	0.75% variable
Between \$0.01 - \$49,999.99	0.25% variable

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

## 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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### Important Information:

Information and interest rates are current as at the date of this email and are subject to change. You received this email as you provided ING with your email address. However, if you do not wish to receive further email communications from ING please send an email to [reply@eccoms.ing.com.au](mailto:reply@eccoms.ing.com.au) with "Unsubscribe" in the subject line or call 1300 656 226.

Any advice in this Adviser Update does not take into account your or your clients objectives, financial situation or needs and you should consider whether it is appropriate for you and your clients. You should consider the relevant Product Disclosure Statement or Terms and Conditions and the Financial Services Guide available at [ing.com.au](http://ing.com.au) and the product's appropriateness when deciding whether to acquire, or to continue to hold, a product. If you, or your clients, have a complaint, please call 1300 656 226 (Monday to Friday between 9.00am - 5:30pm AEST), as we have procedures in place to help resolve any issues you, or your client may have.

### 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.

### ^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:

Applications for Business and Personal Term Deposits are subject to eligibility criteria for approved applicants only.

Minimum opening deposit of \$10,000 for any Term Deposit Account.

Maximum combined limits on Term Deposits - We may refuse an application for a term deposit where it would result in you exceeding the following limits:

- Personal Terms Deposits: The total combined balance of all Personal Term Deposit Accounts held by a person (individually or in joint names) cannot exceed \$5million.
- Business Term Deposits: The total combined balance of all Business Term Deposits as held by the Australian-resident business or trust cannot exceed \$10million.

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. Interest rate reduction will apply where you break the Term Deposit prior to the maturity date.

**~Savings Maximiser**

The additional variable rate can only apply when your client also has an Orange Everyday. The additional variable rate currently 1.70% 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 satisfies the eligibility criteria#.

**# Eligibility criteria** - your client must perform the following during the current calendar month:

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.

ING Bank (Australia) Limited  
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