

Adviser Update



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Interest Rate Update

Personal & Business

- The highest variable interest rate for the **Savings Maximiser** for eligible customers is **2.80% p.a.**
- The 6 month variable welcome rate on the **Business Optimiser** for new customers is **2.40% p.a.** (on balances up to \$1 million). The standard variable rate is 1.50% p.a.
- The top tier **Savings Accelerator** variable rate (for balances > \$150,000) is **2.20% p.a.**
- ING has some of the most competitive Personal and Business Term Deposit interest rates available:

Term	Rate (p.a.)
180 Days	2.50%
1 Year	2.60%
2 Years	2.80%

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

ING Living Super In Specie Transfers

The Government recently introduced changes to superannuation which means some changes to which assets are able to be transferred in specie between Super, TTR & Pension accounts. A summary of the changes to ING Living Super are outlined below.

TTR to Allocated Pension

Investment Option	Process
Managed Investments (Smart, Select & Cash Option)	Investments will need to be sold down into the Cash Hub, then reinvested once a new Allocated Pension account is established
Shares	In-specie permitted
Term Deposits	In-specie transfers permitted and Term Deposits don't need to be broken prior to transfer

Super to TTR

Investment Option	Process
Managed Investments (Smart, Select & Cash Option)	In-specie transfers permitted
Shares	In-specie transfers permitted
Term Deposits	Will need to be broken prior to transfer and a new member TTR account will be opened

Super to Allocated Pension

Investment Option	Process
Managed Investments (Smart, Select & Cash Option)	Investments will need to be sold down into the Cash Hub, then reinvested once a new Allocated Pension account is established
Shares	In-specie transfers permitted
Term Deposits	Will need to be broken prior to transfer and a new Pension account will need to be opened

Please contact the Adviser Services team on **1300 656 226** or email them on direct.adviser@ingdirect.com.au to get more information on how these changes may impact your clients.

We estimate that Annual Statements for ING Living Super will be available in October.

Once available, you will receive a notification from ING to inform you that they are ready to be downloaded from the ING Living Super correspondence library.

Wholesale Deposit Clients

Do you have wholesale clients looking for a competitive rate on fixed or floating Term Deposits with a value of \$500,000 - \$25 million to invest? Or maybe you have wholesale clients that are not eligible to open a Personal or Business Term Deposit with ING (e.g. university, school, not for profit or public company).

If you do, please contact your ING representative to find out more about ING's Middle Market business.

Need more information?

- Contact your ING representative
- Contact Adviser Services on **1300 656 226** Monday-Friday: 8:30am-6:00pm AEST/AEDT or email direct.adviser@ingdirect.com.au
- New applications can be emailed to adviser.applications@ingdirect.com.au
- Account maintenance requests (including Adviser Authorisation Forms) can be emailed to adviser.admin@ingdirect.com.au
- Living Super enquiries can be emailed to livingsuper.adviser@ingdirect.com.au

To learn more



Visit adviser.ingdirect.com.au



Call 1300 656 226



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