

Adviser Update



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- The New Payments Platform (NPP)
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Interest Rate Update

Savings Maximiser

- The highest variable interest rate for eligible customers is **2.80% p.a.** *
- The standard variable rate for new and existing customers is **1.15% p.a.**

Savings Accelerator

- The top tier Savings Accelerator variable rate (for balances > \$150,000) is **2.20% p.a.**

Business Optimiser

- The 6 month variable welcome rate for new customers is **2.20%p.a.** on balances up to \$1 million
- The standard variable rate for new and existing customers is **1.35%p.a.**

Personal & Business Term Deposits

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

Term	Rate (p.a.)
120 Days	2.40%
210 Days	2.60%
270 Days	2.65%

1 Year	2.70%
2 Years	2.85%

Term Deposit Loyalty bonus 0.10%p.a.

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

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

The New Payments Platform (NPP)

The New Payments Platform (NPP) is a world-class payments innovation that will enable Australians to make real-time payments to each other 24/7, 365 days a year. Customers can use their mobile phone number or email address to receive and initiate payments, rather than BSBs or account numbers. These payments can be between two or more people.

We are pleased to let you know ING will be part of the first phase of financial institutions that will implement NPP and customers will be notified on how to register for NPP.

How does it work?

- Customers will be required to register a PayID
- A PayID is an address for receiving payments, created by linking an account (e.g. Orange Everyday) to a recognisable alias such as a mobile number or email address
- ING will accept mobile number, email address and business ABN numbers as the alias
- A PayID can only be linked to one account at any given time. However customers can have different PayIDs that are linked to different accounts
- Their bank, building society or credit union will invite them to create a PayID within their usual online or mobile banking app. Once the steps to create a PayID is complete, the financial institution will then link the PayID to a bank account so it acts like a 'pointer' to the customers' account. Then when someone wants to be paid, they just give the other person their PayID. If that person banks with an institution that doesn't offer PayID yet, they can still make payment by pushing their BSB and account number

The NPP will simplify the way Australians go about their everyday lives and business. Examples include:

- Not having to take cash when exchanging items with strangers when buying and selling through digital market places (e.g. GumTree or Facebook's Market Place)
- Getting money instantly to family and friends in need
- Paying small business owners as soon as a job is complete.

Did you know?

There's a huge demand for flexible, competitively-priced financial advice propositions that cater to the unique needs of Gen X and Gen Y. ING's research (*'The truth about Gen X and Gen Y' January 2016*) shows that 55% of Gen X and Gen Y have never used a financial adviser although almost half of Gen X and 40% of Gen Y admit they need assistance managing their financial affairs.

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



Important Information:

* For customers who also have an Orange Everyday bank account and deposit their pay of \$1,000 or more (and from March 2018, also make 5+ card purchases) each month . Available on one account for balances up to \$100,000 with the additional variable rate applied the calendar month following the deposit. Full details at <http://adviser.ingdirect.com.au/interest-rates.htm>.

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