



Adviser Update



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Interest Rate Update

Business Optimiser[^]

- The 6 month variable welcome rate for new and existing 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 2 August 2018 at 9am).

Business Term Deposit		
Term	Australian Money Market Rate Rank	Rate (p.a.)
120 Days	1st	2.75%
210 Days	1st	2.85%
270 Days	2nd	2.65%
1 Year	1st	2.90%
2 Years	1st	3.00%
Personal Term Deposit		
Term	Australian Money	Rate (p.a.)

	Market Rate Rank	
120 Days	1st	2.55%
210 Days	1st	2.75%
270 Days	2nd	2.65%
1 Year	1st	2.85%
2 Years	1st	3.00%

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](#).

Economic Update - July 2018

The June quarter inflation released by the ABS on Wednesday 25 July 2018 was slightly weaker-than-expected, with the headline CPI lifting 0.4% in the quarter compared to 0.5% as expected. The headline annual rate of 2.1% is back in the 2-3% p.a. target range for the first time in 15 months, however the core inflation measures preferred by the RBA remain just below the target range at 1.9% p.a. for the year. The data consolidated the consensus market view of an RBA putting rates firmly on hold for the foreseeable future, despite the stronger than expected job numbers for June released on 19 July 2018 (+51k new jobs), with market pricing showing no chance of a rate hike in the remainder of 2018. The RBA has now been on hold for almost two years, maintaining the cash rate at 1.5% p.a. at its July meeting.

For more economic and financial analysis visit <https://think.ing.com>.

Did you know?

Research undertaken by RFI on behalf of ING in March 2017 suggests millennials are more serious about debt management than many think. More than half (55%) of millennials thinking about taking out a personal loan said that being able to pay off a loan early was a key consideration. Plus 60% said it was important for them to be able to make additional repayments on a loan*. The research also confirms 58% of millennials that currently have a personal loan are making more than just the regular repayments that are required by their lender.** Have you discussed potential opportunities to save to assist your customers?

*Research was undertaken by RFI on behalf of ING in March 2017 with 500 prospective personal loan holders.

** Research was undertaken by RFI on behalf of ING in March 2017. Over 400 millennials with a personal loan were surveyed.

[Click here to 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
- 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:

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 EexactTarget@ing.com.au with "Unsubscribe" in the subject line or call 1300 656 226.

*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, currently 1.00% p.a.) 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 (not pending) 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. Card purchases made in store or online this current calendar month which settle next calendar month do not count towards the 5 card purchases that are settled (not pending) 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.

This offer may be changed or withdrawn at any time at ING's sole discretion.

^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.

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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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