

Adviser Update



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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	2.90%

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, please see our [Adviser website](#).

ING Australia's 2017 results

On 27 March 2018 ING Australia announced a statutory net profit after tax of \$348 million for 2017. This result included more than 300,000 new customers and a 68% rise in Australians treating ING as their primary bank.

ING CEO Uday Sareen says:

"We're proud of what we've achieved this year. We now have more than 410,000 Australians who use ING as their main bank and more than 850,000 Orange Everyday accounts."

"We entered the Australian market with a pioneering online savings account and now we're a bank that satisfies the everyday financial needs of Australians, from transactional accounts and credit cards to mortgages and superannuation."

2017 highlights include:

- 398,499 new Orange Everyday accounts opened - bringing the total to over 850,000
- Over 300,000 new customers
- 410,000 primary bank customers - up 68% on the previous year
- Statutory net profit after tax up 18% year on year
- Total savings up 8.3% - to \$39,764m
- Total loans up 9.9% - to \$52,584m
- #1 Net Promoter Score (customers willing to recommend ING to family and friends)
- 40% of ING's new customer growth in 2017 came from the referrals of other customers

ING would like to thank you for your ongoing support to our success. [Click here](#) to read more of the above article.

Did you know?

The *ING International Savings Survey*, February 2018, found that 22% of Australian respondents admitted they had no household savings at all, similar to USA (21%). Consequently, when money runs out, 30% of Australians commonly resort to credit card debt and 14% on personal loans.

Speak to one of our friendly ING representatives about our savings product options.

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



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*Savings Maximiser

The additional variable rate can only apply when you also have an Orange Everyday. The additional variable rate currently 1.65% 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 you perform the following during the current calendar month:

- deposit at least \$1,000 from an external bank account to any personal ING account in your name (excluding Living Super and Orange One), and

- also make at least 5 card purchases using your 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 needed this current calendar month.

When determining if you are eligible under the offer, we also take into account the behaviour of any of your joint account holders or additional cardholders. The offer applies to a maximum of one nominated Savings Maximiser account held in your 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 you do not satisfy the conditions to receive the additional variable rate, the standard variable rate applies. If you have 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.

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