



## Media Release

For Release: 17 September 2014

### ANZ partners with Phu My Hung for mortgage services

ANZ today announced its partnership with Phu My Hung Development Corporation which enables customers to get access to ANZ banking services when buying properties from the developer, further strengthening ANZ position as a leading foreign bank in mortgage business in Vietnam.

Under this partnership, customers purchasing Phu My Hung properties will be given more options to choose a financial solution with ANZ's mortgage services. ANZ currently offers stable and competitive mortgage interest rate; as low as 7.5% for new loan; 1 per cent discount for ANZ Signature Priority Banking customers and special ANZ Home Assist services with exclusive benefits on interior design services, packers & movers, home furnishings and more.

ANZ Head of Retail Banking, Vietnam, Duong Duc Hung said: "Understanding the increasing demand for high quality residential products, this partnership aims at helping our customers to own their dream homes."

"Phu My Hung is a large and reputable real estate developer with many sizable urban area development projects in the Ho Chi Minh City area. I believe this partnership not only enables our customers to acquire better living space but also provides peace of mind with ANZ's award winning mortgage services," Hung added.

ANZ offers competitive interest rates based on reducing loan balances for home loans, home investment loans, home construction loans and home equity loans. With loan tenors up to 20 years, customers can borrow up to 75% of the property value while experiencing a fast and simple application process. Flexible interest rate repricing tenors of 1, 3, 6 months, 1 year and 2 years and attractive redraw features are offered to help customers manage interest rate risk. ANZ now extends its mortgage lending service in Binh Duong.

ANZ was one of the first foreign banks in Vietnam when it opened in 1993. Today, ANZ Vietnam has nine transaction outlets in the major cities of Hanoi and HCMC, and Representative Offices in Binh Duong and Can Tho. The ANZ Vietnam franchise supports customers from the Retail & Wealth, Consumer Finance, Large and Emerging Corporate segments. ANZ was voted "Excellence in Best Mortgage Business Award" in Asia by *The Asian Banker* magazine in 2010 and was named "The Best Retail Bank in Vietnam" in 2013 by the same prestigious magazine.

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