



Media Release

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ANZ offers competitive discount rates for mortgage loans

ANZ today announced a three-month campaign to reward its mortgage customers. The campaign offers a mortgage rate discount of up to 4% per annum for the first 6 months of the loan tenure.*

With this offer, customers can enjoy competitive mortgage interest rates as low as 7.5% per annum.

The first 50 eligible draw-downs will also have their security valuation fee reimbursed.

Head of Retail Banking, ANZ Vietnam, Duong Duc Hung said: "ANZ understands agile decisions can benefit our customers and keep us ahead of the game. We saw recent interest rate movements as an opportunity to pass on savings to our customers in the form of discounted loan rates."

"Having been in the Vietnam market for over 20 years, we understand that this will bring tangible benefits our customers, helping them to either secure their dream homes or achieve personal financial goals," 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 periods of one, three, six months, one year and two 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 to open, and has been in Vietnam since 1993. ANZ Vietnam now has eight Branches and Transaction offices, one Saving Kiosk in two major cities, Hanoi and HCMC and two Representative Offices in Binh Duong and Can Tho, servicing Retail & Wealth, Consumer Finance, Institutional and Commercial customers. In 2010, ANZ was voted "Excellence in Best Mortgage Business Award" in Asia by *The Asian Banker* magazine and was named "The Best Retail Bank in Vietnam" in 2013 by the same prestigious magazine.

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