



## Media Release

For Release: 15 April 2015

### ANZ offers market-leading promotional interest rates for its mortgage customers

ANZ today announced a three-month campaign running until 31 July 2015 to offer competitive promotional interest rate options for its mortgage customers. The interest rate can be as low as 6.5% p.a. with a fixed interest rate period from 1 month to 24 months.

Under this campaign, customers can choose from three promotional interest rates to suit their needs if they complete a drawdown before 31 July 2015 with a loan amount of VND500,000,000 and above. The first 50 eligible disbursed loans will enjoy a free evaluation fee of VND2,100,000 for each application.\*

ANZ Head of Retail Banking, Vietnam, Duong Duc Hung, said: "The Vietnamese real estate market has been warming up and we can clearly see the surging demand for real estate. This campaign aims to support our customers by offering the most competitive interest rates."

"Beyond pricing, we are committed to provide our customers with the best home buying experience that comes with deep market insight as well as flexible and convenient banking solutions," Hung added.

ANZ offers stable and competitive interest rates based on reducing loan balances for home loans, home investment loans, home construction loans and home equity loans. With loan tenors of up to 20 years, customers can borrow up to 75% of the property value and the application process is simple and fast. Moreover, ANZ Home Assist services provide exclusive interior design, moving, packing and furnishing services.

ANZ also helps its customers manage interest rate risk through flexible rate re-pricing tenors of 1, 3, 6 months, 1 year and 2 years and attractive redraw features. ANZ now offers mortgage lending services 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 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, Financial Institution & Public Sector.

ANZ was voted "Best Foreign Retail Bank in Vietnam" by the International Finance Magazine in 2014; "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.

*\* Terms and Conditions apply*

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