



# Media Release

ANZ Vietnam launched its Mortgage Products on 3<sup>rd</sup> September 2007 offering Vietnamese customers the most convenient access to Home Loan services.

As one of the leading International Banks operating in Vietnam, the country of rapidly growing Mortgage market, ANZ impresses local customers with its Mortgage characters of low interest rate starting even from 0.79% per month, long term loan of 20 years, high value deal of up to 70% of the asset and 48 hours loan approval.

“ More than normal Home Loan, it will be the pleasant experience of bringing together needed categories including: ANZ financial planning consultancy, its simple, transparent and speedy loan approval, rich and flexible product options, and – above all - ANZ impressive loan rates” said by Mr Phil Crouch, General Manager ANZ Personal Banking.

ANZ continues to provide customers with its simpler and more convenient banking services. The bank’s professional, helpful and well-trained staffs are determined to spend time to listen and assist each customer to get the best possible Home loans that are right for him/her to consider. Vietnamese customers will be assisted to explore different mortgage lending packages and how to simplify complex mortgage procedures.

ANZ’s Mortgage is considered the most competitive package now vs the normal Home Loan of Vietnam current markets of 1% - 1.4% interest rate per month, from 15-20 years term and up to 70% of the House Value.

For example if a customer borrows VND 1 billion from other sources, he is expected to pay approximately 10 million dong per month if the interest rate is 1% per month. With ANZ Home Loan, he will pay only 7 900 000 dong per month or he can save at least 2 100 000 dong /month. If this customer applies for ANZ Low Start Home Loan, he can enjoy 6 moth low interest period, meaning he can save up to 12 600 000 dong immediately.

Generally, ANZ interest rate is subject to change according to Vietnam interbank fluctuation. However, ANZ fixes its lowest possible mark up percentage in order to best serve Vietnam market.

The bank encourages Vietnamese customers to ring its 24hr customer service line of 1800 1559, visit its web at [www.anz.com/vietnam](http://www.anz.com/vietnam) or come to the nearest ANZ branch today to find out more about ANZ’s unique home loans and to enjoy what profits the bank is currently offering.

For more information, please contact:

Nguyen Thi Thu Huyen  
PR Manager – ANZ Hanoi Branch

Tran Thi Thuy Kieu  
PR Manager – ANZ Ho Chi Minh Branch