



## Media Release

For Release: 13 October 2014

### ANZ continues offering support for its mortgage customers

ANZ today announced it is running a mortgage promotion until 10 January 2015, offering a wide range of competitive and flexible options for its mortgage customers with the market's lowest interest rate for 2-year repricing tenor loans of 8.4% p.a.

Eligible customers can choose a package that most suits their needs.

It can be a discount of up to 4% p.a. off the standard interest rate for the first six months of the loans with repricing tenors of less than 6 months. For longer repricing tenors, customers can enjoy a competitive fixed interest rate of 8% p.a. or 8.4% p.a. for one year or two years repricing tenor respectively. These offers apply to all customers during promotion period.

In addition, the first 60 disbursed loans with a minimum draw-down of VND500 million before 01/02/2015 can enjoy greater benefits.\*

Customers will be rewarded an additional cashback of VND2 million on top of the 4% p.a. discount rate; or a valuable gift if they choose to receive a discount of 1% p.a. off the standard interest rate.

ANZ Head of Retail Banking, Vietnam, Duong Duc Hung, said: "Having operated in this market for over 20 years, ANZ understands the seasonal aspect of Vietnam's property market. We also understand timing is a significant factor for any major purchase, particularly a home. We hope this promotion will benefit more customers by offering them greater flexibility and choice when financing their home in the upcoming property season."

ANZ has enhanced the flexibility of its mortgage policy, making it easier for customers to buy property from Phu My Hung Development Corporation.

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 up to 20 years, customers can borrow up to 75% of the property value and the application process is simple and fast.

We also help our customers manage interest rate risk through flexible rate repricing 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 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.

*\* Terms and Conditions apply*

For media enquiries contact:

Bui Hai Ha (Ms)

Head of Communications, ANZ Vietnam

Telephone: +84 8 5413 7600 | Mobile: +84 989 958 695

Email: haiha.bui@anz.com | Website: anz.com/Vietnam