



## Media Release

For Release: 20 February 2012

### **ANZ offers discount rate for new home loan/home investment loan**

ANZ today announced that it will offer a special discount rate for new mortgage loans from now to 31 May 2012.

New customers will receive a special discount rate of 2% per annum for the first 3 months of their new mortgage loan with ANZ, representing a variable mortgage rate as low as 17.5% per annum. The discount rate will be applied to the first drawdown amount of minimum VND500.000.000 before end of 30/06/2012.

In addition, Signature Priority Banking customers will enjoy a further discount which will bring their mortgage rate as low as 17% per annum for the first 3 months of their new mortgage loans.

Duong Duc Hung, Head of Retail and Wealth, ANZ Vietnam said: "Under the difficult economic conditions, ANZ is offering a timely and competitive mortgage rate as low as 17%. We believe that it will enable customers to own their dream house at the soonest."

ANZ is offering attractive and calculated interest rates based on reducing loan balance for home loan/ home investment loan/home construction loan/home equity loan. With loan tenor up to 20 years, customers can borrow up to 70% of the property value. Besides, flexible interest rates period of 1,3,6 months and attractive redraw feature are offered to help customers manage interest rate risk.

ANZ was among the first international banks to operate in Vietnam after establishing its first office in 1993 with branches in Hanoi, Ho Chi Minh City and a representative office in Can Tho. To date, ANZ has ten branches and representative points in Vietnam and offers a full range of international banking services across institutional and corporate banking, financial markets, trade finance, commercial banking and retail and wealth banking. In 2010, ANZ was voted "Excellence in Best Mortgage Business Award" in Asia by The Asian Banker.

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