



# Distributor Newsletter

**For distributor use only**

**23 November 2022**

| <b>Product type</b>      | <b>Changes</b> | <b>Product type</b>              | <b>Changes</b> |
|--------------------------|----------------|----------------------------------|----------------|
| Home loan variable rates | Yes            | Everyday & savings account rates | No             |
| Home loan fixed rates    | No             | Term Deposit rates               | No             |



## In this issue

- Reducing variable rates
- Our Combo loan offer
- AMP Bank credit webinar
- Refinance cashback offer
- Manage your subscription
- Useful links

**Please do not reply to this email.**

**For more information on any of our updates, please contact your [Business Development Manager](#).**

## Reducing variable rates

**Effective Friday, 25 November 2022**

We're reducing the following Professional Package variable rates for all loan applications received from 25 November 2022.

| Professional Package variable rate home loans |                          |             |                        |                              |               |                              |
|---|--------------------------|-------------|------------------------|------------------------------|---------------|------------------------------|
| Purpose                                       | Loan size                | LVR         | Principal and Interest |                              | Interest Only |                              |
|   |                          |             | Annual rate            | Comparison rate <sup>1</sup> | Annual rate   | Comparison rate <sup>1</sup> |
| Owner Occupied                                | \$1m+                    | ≤ 60%       | 4.59% pa               | 4.96% pa                     | 4.94% pa      | 5.07% pa                     |
|   |                          | ≤ 80%       | 4.59% pa               | 4.96% pa                     | 4.94% pa      | 5.07% pa                     |
|   |                          | ≤ 90% + LMI | 4.82% pa               | 5.19% pa                     | n/a           | n/a                          |
|   | \$500k to less than \$1m | ≤ 60%       | 4.74% pa               | 5.11% pa                     | 5.15% pa      | 5.24% pa                     |
|   |                          | ≤ 80%       | 4.74% pa               | 5.11% pa                     | 5.15% pa      | 5.24% pa                     |
|   |                          | ≤ 90% + LMI | 4.97% pa               | 5.34% pa                     | n/a           | n/a                          |

Please refer to the current [Interest Rate Bulletin](#) for a full list of our interest rates.

## Reward your customers with our combo variable rate offer

Effective Friday, 4 November 2022

For new Professional Package home loan applications received from 4 November 2022, owner occupied **variable** rates will also be available across investment **variable** splits on combo loans (investment split/s and at least one owner occupied split contained in the same application).

The interest rates shown below are effective 25 November 2022.

| Professional Package - Special owner occupied & investment variable rates |                          |       |                        |                              |               |                              |
|---|--------------------------|-------|------------------------|------------------------------|---------------|------------------------------|
| Purpose   | Loan size                | LVR   | Principal and Interest |                              | Interest Only |                              |
|   |                          |       | Annual rate            | Comparison rate <sup>1</sup> | Annual rate   | Comparison rate <sup>1</sup> |
| Combo loans   | \$1m+                    | ≤ 60% | 4.59% pa               | 4.96% pa                     | 4.94% pa      | 5.07% pa                     |
|   |                          | ≤ 80% | 4.59% pa               | 4.96% pa                     | 4.94% pa      | 5.07% pa                     |
|   |                          | ≤ 90% | 4.82% pa               | 5.19% pa                     | n/a           | n/a                          |
|   | \$500k to less than \$1m | ≤ 60% | 4.74% pa               | 5.11% pa                     | 5.15% pa      | 5.24% pa                     |
|   |                          | ≤ 80% | 4.74% pa               | 5.11% pa                     | 5.15% pa      | 5.24% pa                     |
|   |                          | ≤ 90% | 4.97% pa               | 5.34% pa                     | n/a           | n/a                          |

### The details:

- Total application value must be a minimum of \$500,000
- Combo loans must be contained within the one application. **Contact your BDM for pricing where investment and owner occupied is across multiple applications.**
- The loan must have some owner occupied portion
- Only available for Professional Package loans
- **Note that this offer is not available to Companies and Trusts**
- **Not available for fixed rates**

Find out more about our broadest range of product features and benefits with our [Professional Package Home Loan](#)

# AMP Bank credit webinar

**Paul Herbert**  
Head of Intermediary  
Distribution and  
Governance



**Melissa Christy**  
Head of Lending  
Operations and  
Client Assist



**Darren Little**  
Chief Executive Officer,  
Smartmove



Register now for our **final credit webinar**<sup>2</sup> of the year, where you'll have the opportunity to hear more about how AMP Bank is creating a simpler, tech-enabled and efficient experience for brokers, advisers and customers.

The webinar will be hosted on **Tuesday 29 November**, starting at 2pm and ending at 3pm, Sydney time.

You'll get to hear from a panel of AMP Bank specialists on a range of topics across distribution, lending and credit risk including guest speaker Darren Little, Chief Executive Officer of [Smartmove](#) who will talk about his experience working with AMP Bank, including our unique Master Limit feature and how your customers can benefit. And you'll be able to take part in a live Q&A session.

[Register now >](#)

We hope you can join us!

**OFFER EXTENDED**

Your customers could enjoy  
**up to \$5,000 cashback**

Apply by 31 December 2022 and  
settle by 31 March 2023



Great news! We've extended our cashback offer of up to \$5k for refinancing. To be eligible for this special offer, your customers now have until 31 December to apply and until 31 March 2023 to settle.

**In case you missed it, here's our cashback offer eligibility criteria:**

- Customers are eligible to receive a \$2,000 cashback payment if the loan amount is \$250,000 up to \$999,999, or a \$5,000 cashback payment if the loan amount is \$1,000,000 or more.
- New refinance applications only with a portion of the loan on a variable interest rate.
- This offer is available on Professional Package, AMP First, Essential and Basic Home Loan products.
- For single applications with multiple loan purpose/splits, 50% or more of the total loan amount must be classified as refinance.
- Offer available for both owner occupier and residential investment loans.
- Credit criteria, fees and charges apply. Terms and conditions apply and are available at [amp.com.au/bankterms](http://amp.com.au/bankterms) or by calling 13 30 30.\*

For more information re information about this limited time offer, click through to our ['special offers' section](#) or speak to your [Business Development Manager](#).



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## What you need to know

1 The comparison rate is calculated for a secured loan on a loan amount of \$150,000 over a 25-year term. **WARNING:** This comparison rate is true only for the examples given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Comparison rates for fixed interest only loans are based on an initial interest only period equal to the nominated fixed period and the remaining period (to 25 years) principal and interest at the equivalent product variable rate. Costs such as redraw fees or early repayment fees, and cost savings such as fee waivers, are not included in the comparison rate but may influence the cost of the loan.

2 This webinar does not contain any financial or legal advice or make any recommendations about a financial product or service. You should consider obtaining independent advice before making any financial decisions. This webinar and the words that accompany it, represent the personal views and opinions of the individuals only and does not necessarily reflect the views of AMP Bank. Any information in this webinar that is sourced from a third party is considered reliable, however AMP Bank and the individuals presenting, do not guarantee that it is accurate or complete. You should not rely upon it. The credit provider is AMP Bank Limited ABN 15 081 596 009, AFSL and Australian Credit Licence 234517. Approval is subject to AMP Bank guidelines. Information including interest rates is correct as at 23 November 2022 and is subject to change without notice.

\*Terms and conditions apply and are available at [amp.com.au/bankterms](http://amp.com.au/bankterms) or by calling 13 30 30. Fees and charges are payable.

A target market determination for this product is available at [www.amp.com.au/bank/TMD](http://www.amp.com.au/bank/TMD).

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