

## Dear Customer,

As of the 18th of November, we have introduced some changes to our rates. As our Virgin Saver rates are variable, including the introductory rate, we consistently monitor our rates and may need to change them from time to time. These changes follow the recent Reserve Bank of Australia interest rate reduction. We've also considered other factors such as the money markets rates.

Despite the change, the Virgin Saver remains highly competitive – our introductory rate is one of the best in the market along with our ongoing rate which is currently higher than the Big 4 online saving account ongoing rates# plus we still have a great offer with a \$50 savings bonus^.

We aim to give our customers as much as we can and this is reflected in the fact we've maintained one of the best online savings account offers in market.

Virgin Saver Interest Rate Changes
<b>What's happening?</b> Virgin Money is decreasing the variable introductory rate and ongoing interest rate on Virgin Saver as follows: <ul style="list-style-type: none"><li>- Variable Introductory Rate (balances less than or equal to \$250,000) decreasing from <b>6.51% p.a to 6.12% p.a.*</b></li><li>- Variable Introductory Rate (balances above \$250,000) decreasing from <b>5.50% p.a to 5.10% p.a.*</b></li><li>- Variable Ongoing rate decreasing from <b>5.35% to 4.90% p.a.</b></li></ul>

### # Proud To Compare Our Rates

Product Name	Intro Rate	Intro Rate Period	Ongoing Rate
ANZ Online Saver	6.00%	Exp. 31/03/2012	4.50%
CBA NetBank Saver	5.50%	3 months	4.50%
ING DIRECT Savings Maximiser	6.10%	4 months	4.75%
NAB iSaver	5.40%	4 months	4.40%
Westpac eSaver	5.50%	4 months	4.55%

Information Supplied by InfoChoice Ltd. Rates shown are variable, displayed as per annum (p.a.), are correct as at 10am 17 November 2011, and are subject to change at any time. You should not rely on this information as the actual interest rate applied to a person's account may vary depending on a number of factors such as deposit and withdrawals amounts. The product features for each account vary and will be subject to different fees, rates, terms and conditions. Virgin Money has received permission from InfoChoice Ltd to publish this information and does not endorse or accept responsibility for the accuracy or completeness of the information provided.

\* The variable 6.12% p.a. introductory rate is available for 4 months from date of account opening to new customers with balances of \$250,000 (changing to \$150,000 on 5/1/2012) and under only. For balances over \$250,000 (\$150,000 from 5/1/2012) the variable introductory rate is 5.10% p.a. on the entire account balance during the introductory period. If your balance is less than or equal to \$250,000 (\$150,000 from 5/1/2012) but increases beyond \$250,000 (\$150,000 from 5/1/2012) during the introductory period your variable introductory rate will be 5.10% p.a. on the entire account balance for the remaining introductory period that the balance remains above \$250,000 (\$150,000 from 5/1/2012). At the end of the 4 month introductory offer period for all new customers the rate will revert to the variable ongoing rate, currently 4.90% p.a. Rates are effective from 18/11/11 and are subject to change at any time.

^To be eligible for the one off \$50 bonus you must:

- Apply for a Virgin Saver between 26 October 2011 to 30 November 2011 and
- Set up an Automatic Savings Plan that deposits at least \$1000 each calendar month for at least 3 consecutive months before 29 February 2012.

Account must be activated in order for the Automatic Savings Plan to be processed. To activate your Virgin Saver you need to make an initial transfer using the online, or telephone banking service, provided by the financial institution holding your nominated linked account. Accounts become active 3 days after you transfer the funds from your nominated linked account. Account set up and activation generally takes 10 business days. Available to new Virgin Saver customers only. Limit 1 \$50 bonus per customer. Eligible customers will have their \$50 bonus credited into their Virgin Saver account by 31 March 2012. The \$50 bonus may be treated as assessable income and create a tax liability. This offer cannot be used in conjunction with any other Virgin Money offer, is not redeemable for cash, is not transferable and may be amended by Virgin Money at any time without notice.

Any advice is of a general nature only. We haven't taken into account your objectives, financial situation, or needs when preparing it. Before acting on this advice you should consider if it's appropriate for your situation. Details about our dispute resolution system can be found by clicking [here](#).

This information is current at 17 November 2011 and is subject to change at any time, without notice.

Virgin Money (Australia) Pty Limited ABN 75 103 478 897 AR No 280884 promotes and distributes Virgin Saver as an Authorised Representative of Virgin Money Financial Services Pty Ltd ABN 51 113 285 395 AFSL No. 286869. Citigroup Pty Limited ABN 88 004 325 080 AFSL No. 238098 ("Citibank") is the issuer of Virgin Saver

