

QNEWS

JULY 2014

**Our Low Cost
Home Loan with
nothing to hide!**



Revealing our Low Cost
Home Loan Package

Secure your banking

Benefits at Qantas
Credit Union Arena

How to move from
signature to PIN

Catch-up with our CEO, Scott King

The past 12 months have been a particularly big year in product development and enhancements to ensure we have a competitive suite of home and investment loans to offer our Members. I'm pleased to say that amongst our range we now have two packaged loan products, both packed with a host of features and benefits and no annual fee.

Late last year we launched our Qantas Points Home Loan Package which recently won a financial services innovation award from rating agency Canstar, something we're very proud of. We've now enhanced this product even further offering a \$0 annual fee and for a limited time a bonus offer when your loan is funded.

I believe it's one of the best home loan packages on the market, so much so that I have a Qantas Points Home Loan Package myself and enjoy nothing more than seeing my Qantas Points grow each month.

For those who aren't as driven by the earn of Qantas Points, we have our new 'Low Cost Home Loan Package' with an interest rate lower than the big banks and with zero bank fees. We hope you enjoy the fun we've had with this campaign – we certainly do have 'nothing to hide!'

You can read more about this offer and other exciting news in this edition.



Scott King
CEO
Qantas Credit Union



Our new branches!

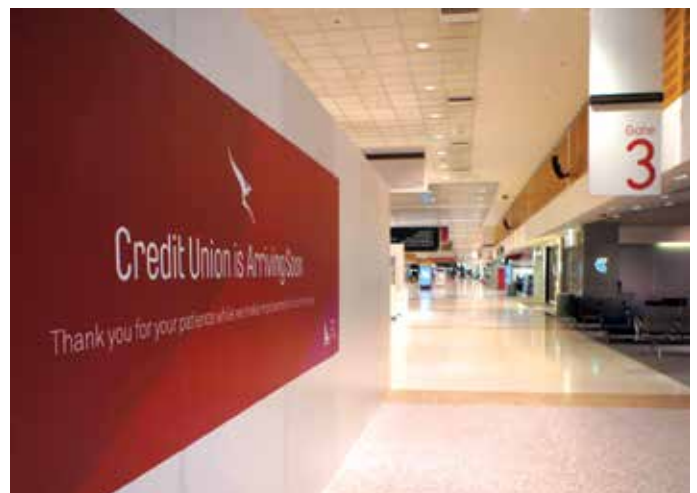
Ensuring our branch footprint is accessible by as many of our Members as possible is important, so we're very proud to announce two more convenient branch locations!

Introducing our new Qantas Campus branch in Mascot and our soon to open kiosk in the Sydney Domestic Terminal (T3).



Qantas Campus Mascot

Located within the new Qantas Campus on Bourke Road, this branch is easily accessible by Qantas employees and the general public to access a range of banking services including PIN change, ATM, lending specialists and financial planning.



Domestic Terminal Kiosk (T3)

Conveniently located for those working and travelling in and out of Sydney Airport, our new kiosk has a range of banking services including PIN change, ATM, lending specialists and financial planning. (Note: No cash will be accepted at this branch, all other services are available.)

For our full listing of branch and ATM locations see our website or mobile banking.

Low Cost Home Loan Package

Introducing our Low Cost Home Loan Package with nothing to hide!

Now's a great time to switch your home loan to Qantas Credit Union with \$0 bank fees and a great interest rate.

Plus apply for an eligible new or refinanced home loan of \$250,000 or more by 30 Sept 2014 and settle by 30 Nov 2014 to receive \$747.[^]

All these features and benefits could save you thousands over the life of the loan, so you could pay your mortgage off sooner.

Our Low Cost Home Loan Package includes:

- ✓ \$0 bank fees! (no establishment fee, no package fee, no annual fees, no account keeping fees & no redraw fees)
- ✓ Repayment holidays - when your repayments are in advance¹
- ✓ Unlimited extra repayments at no cost - pay your loan off sooner!
- ✓ 10% Discount on Allianz Home and Contents Insurance²
- ✓ Free 100% Offset account available³
- ✓ \$100 free monthly transaction allowance to use ATMs, and EFTPOS etc⁴
- ✓ A complimentary meeting with one of our Financial Planners⁵
- ✓ Borrow up to 95% of the property value (with mortgage insurance)

Nothing to hide on fees!

We've removed all bank fees payable on our Low Cost Home Loan Package so we can provide you with the best deal on your home loan. Every loan is different though and there may be other Third Party costs which could include government registration fees, stamp duty, legal costs and security valuations. To help you with these third party costs we will cover up to \$300 of your security valuation⁶.



\$250k rate:

5.03%opa

Comparison rate:

5.03%opa*

Current interest rates

With our Low Cost Home Loan Package, you'll be rewarded with great interest rates for loans starting at just \$150,000.

| Loan Amount | Interest Rate | Comparison Rate [#] |
|--------------------------|---------------|------------------------------|
| \$150,000 - \$249,999.99 | 5.13% pa | 5.13% pa |
| \$250,000 - \$499,999.99 | 5.03% pa | 5.03% pa |
| \$500,000 - \$749,999.99 | 5.03% pa | 5.03% pa |
| \$750,000 - \$999,999.99 | 4.98% pa | 4.98% pa |
| \$1 million or more | 4.93% pa | 4.93% pa |

Rates current as at 16 June 2014

Normal lending criteria and fees and charges apply. Terms and conditions apply and are available upon request.

#WARNING: This comparison rate applies to the example or the examples given. Different amounts and terms will result in different comparison rates. 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. A loan of \$150,000 monthly repayment frequency and a term of 25 years have been used to calculate our comparison rate. Our comparison rate schedule is available on our website. ^ Eligible Home or Investment Loan means a new Low Cost Home Loan Package or Fixed Rate Home Loan of \$250,000 or more from Qantas Credit Union to purchase or refinance residential real property. \$747 payable per loan and paid at settlement (capped at \$1494 per member). Not available for existing Qantas Credit Union loans (including switching and variations). Split and joint loans count as one loan. Visit www.qantasqu.com.au for full terms and conditions.

1. Repayment Holidays are not available on interest only loans. Applications are subject to QCU's approval. 2. This insurance is underwritten by Allianz Australia Insurance Limited (Allianz) ABN 15 000 122 850, ASFL Licence No. 234 708. Qantas Staff Credit Union Limited ABN 53 087 650 557 (QSCU) acts as an agent for Allianz not as your agent. A Product Disclosure Statement (PDS) is available by calling 1300 747 747. Any advice here does not take into consideration your objectives, financial situation or needs, which you should consider before acting on our recommendations. You should read and consider the PDS and Financial Services Guide (FSG) before deciding whether to acquire any product mentioned. We receive commission on these insurance products as a percentage of the premium paid for each policy. Ask us for more details. Discount applies to first year's premium. No other discounts apply. The discount may be subject to rounding. 3. Offset account only available for Principal and Interest Loan types. No account keeping fees apply to the Offset account but fees may apply for additional and optional services provided, please refer to the Fees and Charges brochure available on our website for more information. 4. \$100 free monthly transaction allowance for savings accounts within the same membership, based on total loan and deposit balances of \$50,000 or more. The allowance will reduce if total balances fall below \$50,000. 5. All Financial Planners are Authorised Representatives and provide advice under the authority of ClearView Financial Advice Pty Ltd, ABN 89 133 593 012, AFSL 331 367. 6. We cover up to \$300 for any one valuation and the member pays for additional valuations required. This applies to first time property valuations only.

Get the 5 star treatment!



Are you going to a concert at Qantas Credit Union Arena?

Then why not visit our exclusive Members Lounge. Open only to Qantas Credit Union Members and your guests, the lounge space has been assembled especially for you to relax and enjoy the atmosphere. Just one of the many benefits of being a Qantas Credit Union Member!

Plus like us on Facebook or check your online banking to keep informed of any ticket giveaways and special ticketing offers.

Join us and take advantage of:

- ✓ A cash bar with premium beverages and complimentary nibbles
- ✓ Complimentary entertainment from live bands
- ✓ Comfortable and private lounge area
- ✓ Show your Qantas Credit Union Credit, Debit Card or Qantas ID to gain access for you and 3 guests
- ✓ Located opposite Door 13 on the top level foyer

Secure your banking

As your financial institution, we take the protection of your information and transaction data very seriously. We have employed a wide range of security measures to help protect your personal information and transactions. These measures extend from data encryption to firewalls to automatic timeouts.

As a Member you can also play a big part in protecting your details and making sure your accounts stay safe and secure. Following these simple security tips can go a long way in keeping your banking secure.

Online tips

- > Always access our website by typing the address into your browser (www.qantascreditunion.com.au). Never log on to Internet Banking by clicking a link embedded in an email, as we will never include a link to our website or internet banking;

- > Qantas Credit Union will never send you an email asking for sensitive financial information. Never provide your personal or security details, including member number or passwords, in response to any email, even if it looks legitimate;
- > Install anti-virus software that includes an anti-phishing programme;
- > Keep your contact details with us up to date;
- > Regularly check your transaction history and statements for any transactions that look suspicious.

We are always keen to hear about the latest scams, so please forward anything suspicious to enquiries@qantascreditunion.com.au

For more information on protecting yourself visit our website qantascreditunion.com.au/security.html

“I’m extremely impressed with Qantas Credit Union’s card security. It’s good to know my money is secure.”

Amie Lindsell
Member since 1999



Meet David Bridges

Program Director



How long have you been with QCU?

In August, it will be 10 years at Qantas Credit Union, with very exciting times ahead for the organisation.

Who belongs to your family?

Our family has grown a bit recently. My partner Jamie and I have 5 kids between us, with the addition of our identical twin boys Austin & Beau Bridges born 13th June 2013. They are gorgeous!

What's the best part of your job?

The best part is working with the various business units on achieving their outcomes. With Project iQ in progress we have the opportunity to evolve the way you bank, by providing Members with state of the art products and services that compete and better the Big 4 Banks.

Project iQ will provide Members with next generation capabilities, improving access to online, mobile and tablet technology. It is a really exciting time for everyone in the Credit Union to be a part of this huge project and experience the latest in technology.

What's your favourite getaway destination?

I'm living in Manly now, so everywhere around there is pretty fantastic. My favourite beach is Shelly Beach, just south of Manly Beach.

Favourite recipe?

Arancini and lamb shanks. My beautiful partner is Italian, loves cooking and spoils me with choice!

Arancini Di Riso: Sicilian Rice Balls

INGREDIENTS

Risotto:

- 3 tbsp extra virgin olive oil
- 2 cups Arborio rice
- ½ cup white wine
- 4 cups chicken stock
- Pinch of salt
- 1 egg

Filling:

- mozzarella, cut into 1/2" to 3/4" cubes
- marinara or bolognese sauce (optional)
- cooked peas (optional)

Coating:

- all-purpose flour
- 2 eggs, beaten
- breadcrumbs

To serve:

- more tomato sauce, (optional)
- basil leaves, for garnish

METHODS

1. Make the risotto by adding the rice to the heated oil in a large saute pan, and stirring quickly for one or two minutes. Quickly add the white wine while stirring. With the heat on medium high, begin adding the chicken stock a little at a time, and continuously stirring, until all the stock has been used and the rice is cooked, yet still al dente. Remove from heat and set aside to cool. Add an egg to the risotto and mix well, then refrigerate for a few hours, or overnight.
2. Place some rice in your hand and flatten. Place a piece of mozzarella, and/or a little tomato sauce (and peas, if using) in the center and close the rice around the filling and shape into a ball.
3. Roll the shaped arancini in flour, then roll in the beaten egg. Finally, roll in the breadcrumbs.
4. Heat some oil in a deep fryer until it is very hot. Add the arancini, and cook quickly, turning often.
5. Remove from oil and place on paper towel lined plate or tray. Serve plain, or place on tray with a little tomato sauce and garnish with basil.



Sicilian Rice Balls

Investing for your kids



Unlike the world we grew up in, children today are born into a far more competitive environment. It is more difficult to get a head start in life. It's therefore not surprising that many parents and grandparents want to provide an investment nest egg to give their children and grandchildren a platform to build an independent life.

Putting the great Australian dream within reach

One financial hurdle confronting young people more than ever are the dramatic changes in the cost of housing in relation to income.

There are two aspects to home ownership that young people will need to deal with: having the savings for an initial deposit and having the earnings to qualify for and service a mortgage. While you may not be able to help with the latter, an investment plan begun in a child's early years may well be the answer to the initial challenge of having a sufficient deposit to get the ball rolling.

The cost of a good education

The critical factor in this day and age is education. The better skilled our children are, the greater their ability will be to secure a better income. The cost of obtaining a tertiary education however, can be enormous and completing a university degree these days can easily accrue tens of thousands of dollars in HECS-HELP debt. HECS-HELP costs are dependent on the type of course taken.

Being able to fund this cost through an investment plan for your child can give them a massive head start in life by relieving them of a major financial burden.

Employ the power of compound interest

Being able to gift such large amounts of money to your children or grandchildren may seem daunting, but it can be very manageable if you employ the power of compound interest. By starting an investment program as early as possible in their life, you can get time on your side and allow the compounding effect to build a substantial sum, even if your monthly savings amount is a modest one.

Just \$1,200 a year invested at just 5% interest will compound to almost \$40,000 over a 20 year period. A regular contribution to an investment program can make it a reality, without breaking the budget.

Want to look at the best way to invest for your children's future? Talk to your ClearView financial adviser today or call us on 1300 747 747.



This newsletter has been produced without taking into consideration your personal financial circumstances, objectives or needs. You should consider the appropriateness of the information to your financial situation and seek personal advice before acting on any information with this newsletter. All Financial Planners are Authorised Representatives and provide advice under the authority of ClearView Financial Advice Pty Ltd, ABN 89 133 593 012, AFSL 331 367. You should consider the Product Disclosure Statement (PDS) before investing in a product. QCU receives a commission for referrals to ClearView. Please refer to our Financial Services Guide (FSG) and ClearView's FSG for more information.

Annual Board Elections

Notice of the 2014 Annual Election of Directors

Nominations for the position of Directors from eligible Members are hereby called. All nominations must be in writing, proposed and seconded by Members of the Credit Union and are elected for a three year term.

Nomination forms are available on our website under 'Corporate Information.' You can also receive forms by calling the Returning Officer on 02 8234 5131, by calling us on 1300 747 747, or by visiting one of our Branches. All nomination forms must be accompanied by a high resolution head shot photograph and must be received by the Returning Officer by noon on Friday 1st August 2014 EST.

Voting papers may be lodged by either postal ballot or electronically through our secure internet site. Voting papers will be sent to all eligible Members after the close of nominations. The results of the election will be announced at the 2014 General Meeting.

Announcing 2014 AGM

This year's Annual General Meeting will be held on:

Date

Wednesday
26 November 2014

Time

5.00pm

Venue

Novotel Sydney Brighton Beach
The Grand Parade
Brighton-Le-Sands, NSW

To register please contact:

Helen James on
(02) 9582 3231 or
hjames@qantascu.com.au



“Looking for more freedom in your credit card?”

Visa Lifestyle Plus Credit Card – gives you the freedom to get what you need now!

- > \$0 annual fee!
- > Up to 46 days interest free*
- > ORION 24/7 card protection monitoring services

Intro rate: (first 5 months)[^]
4.99% pa

Standard rate:
15.85% pa

Apply online at qantascu.com.au or call us on 1300 747 747



*Up to 46 days interest free on purchases only applies if your account is paid in full by the due date each month. Excludes cash advances and BPAY transactions. ^Intro rate applies to all transactions (including purchases and balance transfers) for the first five months from the first date your account is approved. Rates current as at 16 June 2014. Loans are subject to approval. Normal lending criteria and fees and charges apply. Terms and conditions apply and are available on request. Qantas Staff Credit Union Limited trading as Qantas Credit Union ABN 53 087 650 557 Australian Credit Licence 238 305.

Do you know your PIN number?



Australia is moving from signature to PIN

From the 1st August 2014 signatures will no longer be accepted for purchases at EFTPOS terminals across Australia. From this date you will need to enter your PIN to confirm your identity. These changes are applicable to all credit and debit cards across Australia including VISA, AMEX, Diners and MasterCard.

To change your PIN visit one of our branches and use our PIN change machine to change your pin to a combination that suits you. Alternatively, you can also visit CashCard ATMs which have the PIN change functionality.

If you don't know your PIN and are unable to visit a branch before 1 August, please contact us immediately.

For help with your PIN please call us on 1300 747 747 or email us at enquiries@qantascu.com.au or via secure email from Online Banking.

“Let your money work harder with Qantas Credit Union.”

Tanya Lazarou
Member since 2005



Great rates!

We've selected a range of our great products and rates - for more please see our website at qantascreditunion.com.au

Home Loans & Personal Loans

| Qantas Points Home Loan Package | | |
|---------------------------------|-----------|--------------------------------|
| Loan Amount | Rate | Comparison Rate ^{1,2} |
| \$150,000 & over | 5.18%p.a. | 5.18%p.a. |

| Low Cost Home Loans Package | | |
|-----------------------------|-----------|--------------------------------|
| Loan Amount | Rate | Comparison Rate ^{1,2} |
| \$150,000 to \$249,999.99 | 5.13%p.a. | 5.13%p.a. |
| \$250,000 to \$499,999.99 | 5.03%p.a. | 5.03%p.a. |
| \$500,000 to \$749,999.99 | 5.03%p.a. | 5.03%p.a. |
| \$750,000 to \$999,999.99 | 4.98%p.a. | 4.98%p.a. |
| \$1 million & over | 4.93%p.a. | 4.93%p.a. |

| Qantas Points Car Loan | | |
|---------------------------|-----------|--------------------------------|
| Loan Amount | Rate | Comparison Rate ^{1,3} |
| Fixed Rate Loan - Secured | 8.99%p.a. | 8.99%p.a. |

| Personal Loans | | |
|-------------------------------|------------|---------------------------|
| | Variable | Comparison ^{1,3} |
| Special Secured Personal Loan | 7.59%p.a. | 7.59%p.a. |
| Unsecured Personal Loan | 12.14%p.a. | 12.14%p.a. |

Savings & Investments

| Qantas Points Saver | |
|---------------------|-----------|
| On Call Savings | Rate |
| All balances | 2.50%p.a. |

| Retirement Savings Accounts | | |
|------------------------------------|-------------------|-----------------------|
| Daily Balance | Rate (before tax) | Rate (after tax) p.a. |
| \$1 million & over | 2.75% | 2.3375% |
| \$500,000 to \$999,999.99 | 2.75% | 2.3375% |
| \$250,000 to \$499,999.99 | 2.50% | 2.1250% |
| \$50,000 to \$249,999.99 | 2.50% | 2.1250% |
| Below \$50,000 | 1.50% | 1.2750% |
| Allocated pensions | | |
| \$1 million & over | 3.00% | 3.00% |
| \$500,000 to less than \$1 million | 2.75% | 2.75% |
| \$0 to less than \$500,000 | 2.50 % | 2.50 % |

| Term Deposit Rates | | |
|--------------------|-----------|----------------|
| Term | Rate | Minimum amount |
| 5 months | 3.75%p.a. | \$10,000 |
| 7 months | 3.75%p.a. | \$10,000 |
| 11 months | 3.75%p.a. | \$10,000 |

| DIY Super Saver ⁴ | | |
|------------------------------|------------|--------------|
| Base Interest Rate | Bonus Rate | Maximum Rate |
| 2.65%p.a. | 1.25%p.a. | 3.90%p.a. |

| Qwealth Term Deposits ⁵ | | |
|------------------------------------|-----------|----------------|
| Term | Rate | Minimum amount |
| 3 months | 3.90%p.a. | \$10,000 |
| 6 months | 3.90%p.a. | \$10,000 |
| 12 months | 3.90%p.a. | \$10,000 |



Important information:

All interest rates current as at 16 June 2014. Normal lending criteria and fees and charges apply. Terms and conditions apply and are available upon request.

- Warning: Comparison rates apply only to the example or examples given. Different amounts and terms will result in different comparison rates. 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. A monthly repayment frequency has been used to calculate the comparison rates. See our comparison rate schedule on our website.
- A loan amount of \$150,000, a monthly repayment frequency and a term of 25 years have been used to calculate the comparison rate on our home/investment loans.
- A loan amount of \$30,000, a monthly repayment frequency and a term of 5 years have been used to calculate the comparison rate on our personal loans.
- Bonus rate applied when investment is \$10,000 or more and no withdrawals are made in a month. For Self-managed Superannuation Funds only.
- Only available in Qwealth Superannuation Master Trust. Interest at maturity only.

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