

Our product guide

6 September 2010

For intermediary use only

"I want a lender who makes
sure the deals I offer my
clients are great deals."



"That's why we've created a range
of mortgage products that give you
and your clients more choice."

platform 

The intermediary lender of The Co-operative Bank p.l.c.

platform.co.uk/welisten



Free valuation[†]
available on all
Mainstream products

Free Standard Legals for remortgages
available on all
Mainstream products

Mainstream fixed rates from
4.09%

6 September 2010 products

For intermediary use only

	Mainstream							
	Maximum LTV				Administration fee (non-refundable)	Arrangement fee (can be added to the loan)	Introducer fee	Incentives
	65%	70%	75%	80%				
4 year fixed until 31 October 2014	4.09%	4.19%	4.39%	4.89%	£140	£1,495	0.35%	Free valuation [†]
7 year fixed until 31 October 2017	4.59%	4.69%	4.79%	5.09%	£140	£1,495	0.45%	Free Standard Legals for remortgages
10 year fixed until 31 October 2020	4.89%	4.99%	5.19%	5.49%	£140	£1,495	0.55%	

Maximum loan	£1,000,000 up to 60%	£750,000 up to 70%	£500,000 up to 80%
Reversionary rate	4.75%	5.25%	BBR*+4.25%
			BBR*+4.75%

Additional notes:

- Available to employed and self-employed
- Available to first time buyers
- All products are portable
- Remortgage maximum LTVs
 - ° Home improvements - 80%
 - ° £ for £ - 80%
 - ° Capital raising - 75%
 - ° Debt consolidation - 75%

*If BBR falls below 0.50% the initial/reversionary rate will be charged at 0.50% + product reversionary rate loading
[†]One free valuation accepted per application, per customer

Mainstream products are only available to members of the following business partners:

Appointed representatives of:

Intrinsic
Legal and General
TentLime
Mortgage Intelligence
Openwork

Personal Touch Financial Services
Pink Group
Sesame
First Complete

Directly Authorised members of:

Central Trust
London and Country
Ocean Finance
Your Move

Service standards

We are transparent about our current service standards and update them daily on our website.

Our pledges to you

We have developed our customer pledges based on what you thought was important and wanted from a lender.

Clicktrack

You can track your application online with clicktrack which can be tailored to your needs.

Almost Prime

	Maximum LTV		Administration fee (non-refundable)	Arrangement fee (can be added to the loan)
	60%	65%		
2 year fixed until 31 October 2012	5.64%	5.94%	£140	£995
3 year fixed until 31 October 2013	6.04%	6.34%	£140	£995

CCJs per applicant

£500
(0 in last 12)

Arrears

0 in last 12

Bankruptcy/IVA

Discharged or completed > 4 years

Maximum loan

£250,000

Reversionary rate

5.75%
LIBOR* + 5.00%

Introducer fee

0.50%
(max £1,250)

Additional notes:

- Available to first time buyers
- Available for purchase and remortgage
- All products are portable

Almost Prime products are only available to members of the following business partners:

Appointed representatives of:

Intrinsic
Legal and General
TenetLife
Mortgage Intelligence
Openwork
Personal Touch Financial Services
Pink Group
Sesame
First Complete

Directly Authorised members of:

Central Trust
London and Country
Ocean Finance
Your Move

Buy to Let

	Maximum LTV			Administration fee (non-refundable)	Arrangement fee (can be added to the loan)
	60%	65%	70%		
2 year fixed until October 2012	4.99%	5.49%	5.59%	£140	£1,995
4 year fixed until October 2014	5.49%	5.99%	6.09%	£140	£1,995

Maximum loan

£500,000
(new build max £300,000)

Reversionary rate

5.00%
BBR* + 4.50%

Rental calculation

125% of pay rate**

Introducer fee

0.45%
(max £2,250)

Additional notes:

- Not available in Northern Ireland
- Not available to first time buyers
- Applicants must be an owner occupier
- Maximum portfolio size £1m total lending (maximum 3 properties – maximum £500,000 per property)
- All products are portable
- Available for purchase and remortgage

*If BBR falls below 0.50% the initial/reversionary rate will be charged at 0.50% + product reversionary rate loading

**Where products are less than 3 years rental calculation is calculated using the reversionary rate.

Additional information

For full details of our lending policy visit platform.co.uk/literature

Platform mortgages are portable

Mainstream and Almost Prime products are only available to members of the following business partners:

Appointed representatives of:

*Intrinsic
Legal and General
TenetLime
Mortgage Intelligence
Openwork
Personal Touch Financial Services
Pink Group
Sesame
First Complete*

Directly Authorised members of:

*Central Trust
London and Country
Ocean Finance
Your Move*

Fees

These fees include VAT and are non-refundable.

Administration fee

A non-refundable administration fee of £140 is payable at application.

Please note: Where applicable, when asked for an application fee this should include the administration and valuation fee combined.

An Automated Valuation Model (AVM) may be used for suitable applications

Property valuation	Valuation fee	Additional Home Buyer Fee
AVM	£20	N/A
Up to £75,000	£105	£220
£75,001 to £100,000	£115	£220
£100,001 to £150,000	£135	£230
£150,001 to £200,000	£165	£235
£200,001 to £250,000	£200	£250
£250,001 to £300,000	£225	£300
£300,001 to £350,000	£255	£370
£350,001 to £400,000	£295	£370
£400,001 to £500,000	£355	£370
£500,001 to £600,000	£420	£405
£600,001 to £700,000	£490	£435
£700,001 to £800,000	£540	£485
£800,001 to £900,000	£600	£525
£900,001 to £1m	£670	£555
£1m - £1.5m	£970	By negotiation

Buildings insurance administration fee <small>one off fee if buildings insurance is not arranged through Legal & General</small>	£30
Telegraphic transfer fee	£15
Higher lending charge	None

Free Standard Legals

Includes title insurance and conveyancing and removes the need for local, mining and mineral searches. Only available on applicable remortgage products. Platform will instruct one of our panel solicitors. Title insurance protects the lender in the event of a defect of title.

To find out more call us on **0845 070 1999**** or visit **platform.co.uk**

**Telephone calls may be monitored. Lines are open between 9am and 5pm Monday to Wednesday and Friday. Lines are open on Thursday between 10am and 5pm. This product guide is for the use of financial intermediaries only. It is not to be disclosed or given to the public or intended as a consumer advertisement. Platform Home Loans Limited Registered in England & Wales Number 2334606. Registered Address: Exchange Tower, 2 Harbour Exchange Square, London, E14 9RF. Platform is the trading name of Platform Home Loans Limited (FSA No. 303337) and of Platform Funding Limited (FSA No. 303387), both authorised and regulated by the Financial Services Authority.

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Early repayment charges (ERC)

During the early repayment charge period, overpayments can be made of up to £1000 each month without incurring an early repayment charge.

Mainstream

4 year fixed	4% of the amount redeemed until 31 October 2012 3% of the amount redeemed until 31 October 2013 2% of the amount redeemed until 31 October 2014
7 year fixed	6% of the amount redeemed until 31 October 2012 5% of the amount redeemed until 31 October 2014 3% of the amount redeemed until 31 October 2015 2% of the amount redeemed until 31 October 2017
10 year fixed	7% of the amount redeemed until 31 October 2013 4% of the amount redeemed until 31 October 2016 3% of the amount redeemed until 31 October 2019 1% of the amount redeemed until 31 October 2020

Buy to Let

2 year fixed	3% of the amount redeemed until 31 October 2011 2% of the amount redeemed until 31 October 2012
4 year fixed	4% of the amount redeemed until 31 October 2012 3% of the amount redeemed until 31 October 2013 2% of the amount redeemed until 31 October 2014

Almost Prime

2 year fixed	3% of the amount redeemed until 31 October 2011 2% of the amount redeemed until 31 October 2012
3 year fixed	4% of the amount redeemed until 31 October 2012 2% of the amount redeemed until 31 October 2013

BBR* (applies to all Mainstream and Buy to Let products)	0.50%
LIBOR* (applies to all Almost Prime products)	0.75%

Mainstream/Buy to Let: *If BBR falls below 0.50% the initial / reversionary rate will be charged at 0.50% + product reversionary rate loading

Almost Prime: *If LIBOR falls below 0.50% the initial/reversionary rate will be charged at 0.50% + product reversionary rate loading

LIBOR is reviewed quarterly commencing in March each year

Platform will only process mortgages from FSA authorised intermediaries with the exception of Buy to Let business where the introducer can either be FSA or NACFB authorised.



The intermediary lender of The Co-operative Bank p.l.c.