

Our product guide

1 March 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

Mainstream tracker
rates from

2.79%

Mainstream fixed
rates from

3.69%

March 2010 products

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	Mainstream					Incentives
	Maximum LTV			Administration fee (non-refundable)	Arrangement fee (can be added to the loan)	
	70%	75%	80%			
2 year fixed until 31 May 2012	3.69%	3.89%	5.29%	£140	£855	Free valuation† Free Standard Legals for remortgages
3 year fixed until 31 May 2013	4.59%	4.99%	6.04%	£140	£855	
2 year tracker from completion	2.79% BBR*+1.79%	3.29% BBR*+2.29%	4.69% BBR*+3.69%	£140	£855	
3 year tracker from completion	2.99% BBR*+1.99%	3.29% BBR*+2.29%	Not available	£140	£855	

Maximum loan	£1,000,000	£750,000
Reversionary rate	4.75% BBR*+3.75%	5.25% BBR*+4.25%
Introducer fee	0.35% (max £3,500)	

Additional notes:

- Available to employed and self-employed
- Available to first time buyers
- Remortgage max LTV 75%
- All products are portable

*Bank Base Rate increases will only be passed on once Bank Base Rate exceeds 1%

†One free valuation accepted per application, per customer

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

Appointed representatives of:

Home of Choice
Intrinsic
Legal and General
Lime
Mortgage Intelligence
Openwork

Personal Touch Financial Services
Pink Home Loans
Sesame

Directly Authorised members of:

Central Trust
Connells
Countrywide
London and Country
Ocean Finance
Positive Solutions

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)
	65%		
2 year fixed until 31 May 2012	8.69%	£140	£1,495
3 year fixed until 31 May 2013	8.69%	£140	£1,495

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	5.50% LIBOR* + 4.50%
Introducer fee	0.50% (max £1,250)

Additional notes:

- Self-Cert not available.
- Available to first time buyers
- Remortgage max LTV 60%
- All products are portable

Buy to Let

	Maximum LTV			Administration fee (non-refundable)	Arrangement fee (can be added to the loan)
	60%	65%	70%		
2 year fixed until 31 May 2012	5.69%	6.09%	6.29%	£140	£1,495
3 year fixed until 31 May 2013	5.79%	6.19%	6.39%	£140	£1,495

Maximum loan	£500,000 (new build max £300,000)
Reversionary rate	5.00% BBR* + 4.00%
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 (max 3 properties – max £500,000 per property)
- Remortgage max LTV 65%
- All products are portable

*Bank Base Rate/LIBOR increases will only be passed on once Bank Base Rate/LIBOR exceeds 1%
 ** Where products are less than 3 years rental calculation is calculated using the reversionary rate.

Additional information

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

Platform mortgages are portable

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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
AVM	£20
Up to £75,000	£105
£75,001 to £100,000	£115
£100,001 to £150,000	£135
£150,001 to £200,000	£165
£200,001 to £250,000	£200
£250,001 to £300,000	£225
£300,001 to £350,000	£255
£350,001 to £400,000	£295
£400,001 to £500,000	£355
£500,001 and over	By negotiation

Buildings insurance administration fee <small>one off fee if buildings insurance is not arranged through Platform</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. **Calls from a BT landline will cost no more than 2p per minute plus a call set up fee of 6.85p. Mobile and other providers' charges may vary. 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 9FR. 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.

PHL 179 03/10

Early repayment charges (ERC)

1% or 1 month's notice of the amount redeemed after initial early repayment charge

Mainstream

2 year fixed	2% of the amount redeemed until 31 May 2011, 1% of the amount redeemed until 31 May 2012
3 year fixed	3% of the amount redeemed until 31 May 2011, 2% of the amount redeemed until 31 May 2012, 1% of the amount redeemed until 31 May 2013
2 year tracker	2% in year 1, 1% in year 2
3 year tracker	3% in year 1, 2% in year 2, 1% in year 3

Buy to Let

2 year fixed	5% of the amount redeemed until 31 May 2012
3 year fixed	5% of the amount redeemed until 31 May 2013

Almost Prime

2 year fixed	6% of the amount redeemed until 31 May 2012
3 year fixed	6% of the amount redeemed until 31 May 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: Bank Base Rate increases will only be passed on once Bank Base Rate exceeds 1%

Almost Prime: LIBOR increases will only be passed on once LIBOR exceeds 1%

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.