

# 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](http://platform.co.uk/welisten)

  
Countrywide  
integrated solutions local expertise



**Free valuation<sup>†</sup>**  
available on all  
Mainstream products

**£250 cashback**  
available on all  
Mainstream products

Mainstream fixed rates from  
**4.09%**

## 6 September 2010 products

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	Mainstream						
	Maximum LTV				Arrangement fee (can be added to the loan)	Introducer fee	Incentives
	65%	70%	75%	80%			
<b>4 year fixed</b> until 31 October 2014	4.09%	4.19%	4.39%	4.89%	£1,795	0.35%	Free valuation <sup>†</sup>  £250 cashback
<b>7 year fixed</b> until 31 October 2017	4.59%	4.69%	4.79%	5.09%	£1,795	0.45%	
<b>10 year fixed</b> until 31 October 2020	4.89%	4.99%	5.19%	5.49%	£1,795	0.55%	

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

<sup>†</sup>One free valuation accepted per application, per customer

### 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		Arrangement fee (can be added to the loan)
	60%	65%	
<b>2 year fixed</b> until 31 October 2012	5.64%	5.94%	£995
<b>3 year fixed</b> until 31 October 2013	6.04%	6.34%	£995
<b>CCJs per applicant</b>	£500 (0 in last 12)		<b>Additional notes:</b> <ul style="list-style-type: none"><li>• Available to first time buyers</li><li>• Available for purchase and remortgage</li><li>• All products are portable</li></ul>
<b>Arrears</b>	0 in last 12		
<b>Bankruptcy/IVA</b>	Discharged or completed > 4 years		
<b>Maximum loan</b>	£250,000		
<b>Reversionary rate</b>	5.75% LIBOR* + 5.00%		
<b>Introducer fee</b>	0.50% (max £1,250)		

## Buy to Let

	Maximum LTV			Arrangement fee (can be added to the loan)
	60%	65%	70%	
<b>2 year fixed</b> until October 2012	4.99%	5.49%	5.59%	£1,995
<b>4 year fixed</b> until October 2014	5.49%	5.99%	6.09%	£1,995
<b>Maximum loan</b>	£500,000 (new build max £300,000)			<b>Additional notes:</b> <ul style="list-style-type: none"><li>• Not available in Northern Ireland</li><li>• Not available to first time buyers</li><li>• Applicants must be an owner occupier</li><li>• Maximum portfolio size £1m total lending (max 3 properties – max £500,000 per property)</li><li>• Available for purchase and remortgage</li><li>• All products are portable</li></ul>
<b>Reversionary rate</b>	5.00% BBR* + 4.50%			
<b>Rental calculation</b>	125% of pay rate**			
<b>Introducer fee</b>	0.45% (max £2,250)			

\*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

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For full details of our lending policy visit [platform.co.uk/literature](http://platform.co.uk/literature)

### Platform mortgages are portable

All products are only available to directly authorised members of Countywide.

### Fees

These fees include VAT and are non-refundable.

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** £30

one off fee if buildings insurance is not arranged through Legal & General

**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](http://platform.co.uk)**

## 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.

**platform** 

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\*\*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.