

News Release

January 7, 2008

Alexander Hall selects the Key as compliance solution for its business

Alexander Hall, awarded 'Regional Broker of the Year 2007' by What Mortgage magazine, has completed an exclusive agreement to utilise the Key, Mortgage Brain's business management, mortgage sales and compliance process software system, to support its mortgage advice business.

Under the terms of the agreement, Alexander Hall's mortgage advisors will use the Key to enable them to effectively conduct all aspects of the mortgage sale and compliance process, including IDD, fact finds and needs analysis. The Key will also provide commission reconciliation and full integration with the Mortgage Trading Exchange, insurance and protection and its sourcing system.

By using the Key, Alexander Hall will streamline its business management processes and run its entire back office, reporting, compliance and client management functions without losing valuable time re-keying data in a clear and consistent manner.

Andy Pratt, Chief Operating Officer of Alexander Hall, comments: "Our choice of the Key was driven by our need for a system to provide an integrated solution from the process of booking an appointment, to tracking the client, through to the back-office reconciliation. The Key is the first system we have seen that provides this integrated solution and suits our business model. I am very confident that the Key will meet the strong demands of our business and our advisers, and support them through each stage of the mortgage advice and sale process.

"Mortgage Brain's excellent track record in the mortgage industry was a key influence on the decision and I look forward to a successful partnership with them over the coming years."

More/...

- 2 -

Mark Lofthouse, CEO of The Key, adds, "Mortgage advisers using the Key have found that it takes the hassle out of the mortgage sales process by effectively managing and tracking the application process and enables increased production, which in turn allows them to get on with the job of advising clients and selling mortgages. We're delighted to have been selected by Alexander Hall; The Key will deliver real and substantial business benefits and we look forward to working with and supporting them in the future."

The Key, acquired by Mortgage Brain in 2006, works both on and off line and has a unique ability to integrate with sourcing systems, seamlessly pre-populate and electronically submit application forms, provide full back office systems support, and create and store all client documentation required to provide reports for FSA compliance audit trails.

NOTES TO EDITORS

About Mortgage Brain

- MBL Holdings, formed in 1986, is jointly owned by Alliance & Leicester, The HBoS Group (including Halifax, Bank of Scotland, The Mortgage Business, Intelligent Finance, Birmingham Midshires), Nationwide (including UCB), Northern Rock, Royal Bank of Scotland (including NatWest) and Woolwich.
- The consortium of six owners, together with their subsidiaries, collectively account for in excess of 65% of the new business mortgage market within the UK.
- MBL Holdings currently has over 26,000 users of its products and services.

About The Key

- The Key was acquired in May 2006 and substantial investment has occurred and is planned following its integration within the company.
- The Key was launched to the market in 2005 and offers mortgage intermediaries the best and most comprehensive point of sale, compliance and business management capability.
- The Key was developed to deliver a single technology solution to meet the needs of a mortgage intermediaries' business and is integrated with the market leading sourcing systems and the Mortgage Trading Exchange, the only true electronic trading platform.

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