



News Release

January 8, 2008

Spicerhaart Financial Services enhances sales process through Mortgage Trading Exchange

Spicerhaart Financial Services, one of the UK's biggest and most successful integrated retail financial services businesses in the UK, has enhanced its point of sale and compliance system, Momentum, by integrating with the Mortgage Trading Exchange (**mte**).

By integrating the **mte**, the industry's only true electronic common trading platform, with Momentum, Spicerhaart's advisers can now benefit from the massive efficiency gains offered from the complete straight-through processing of mortgage applications. Through seamless integration between systems, its advisers will use the **mte** to electronically complete and submit KFIs and Full Applications. For AIPs, Spicerhaart's advisers will now be able to receive a decision in under a minute from lenders accounting for circa 70% of all mortgages sold.

Paul Hobson, Spicerhaart's Financial Services Development Manager, comments, "We're delighted to have completed our integration with the Mortgage Trading Exchange. The technological capabilities it offers in terms of streamlining the mortgage application process is second to none in the industry.

"The integration of the systems was a straightforward process and the new platform will compliment Momentum, our point-of-sale and compliance solution. I'm confident that the expertise and level of service our advisers can now offer will exceed their expectations, saving them time, significantly enhancing the mortgage sales process and adding real value to our customer proposition"

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Mark Lofthouse, CEO of the Mortgage Trading Exchange adds, “Spicerhaart is one of the most highly respected retail financial services businesses and has always been proactive in using technology to drive both efficiency and customer service. Its selection and endorsement of our electronic trading solutions is most welcome.

“Like us, Spicerhaart is totally committed to delivering benefits through technology and delivering the highest quality of products and services and we are looking forward to a long and successful partnership”.

With over 70% of the UK’s lenders and packagers live, and its availability to all mortgage intermediaries, the **mte** is now responsible for processing over £50 billion worth of mortgages per year making it the largest single delivery channel for mortgage placement in the industry. Additionally, over 80% of all mortgage transactions processed via the platform now go straight through to lenders back office systems with no human intervention.

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About the Mortgage Trading Exchange

- The Mortgage Trading Exchange (**mte**) provides an industry-wide means of accessing and transmitting mortgage applications between intermediaries and lenders.
- The Mortgage Trading Exchange is integrated with Mortgage Broker, M2000 Encore and Network Data’s mortgageLink.
- The Mortgage Trading Exchange is available to all mortgage introducers and will allow them to trade electronically with committed lenders who account for over 80% of the mortgage market.
- The Mortgage Trading Exchange is a wholly owned subsidiary of MBL Holdings, formed in 1986, and 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 point-of-sale, compliance, mortgage sourcing and electronic trading products and services. It is the most widely used and preferred solution in use by mortgage intermediaries.

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Lenders currently live on the Mortgage Trading Exchange accounting for circa 70% of mortgages placed in the UK by intermediaries, include:

Accord Mortgages	GMAC Residential Funding	Scottish Building Society
Alliance & Leicester	Halifax	Scottish Widows Bank
Bank of Scotland	Hinckley & Rugby	Skipton Building Society
Bristol & West	Nationwide	Standard Life Bank
Chelsea Building Society	NatWest	Stroud & Swindon
Cheltenham & Gloucester	Northern Rock	The Mortgage Business
Clydesdale	Norwich & Peterborough	The Woolwich
Coventry	Principality B. Society	Tipton & Coseley
Derbyshire B.S.	Platform	UCB Homeloans
Furness	Royal Bank of Scotland	West Bromwich B.Society

Packagers currently live on the Mortgage Trading Exchange include:

AToM	KGB	Mortgage Next
Mortgage Times	Solent Mortgage Services	

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About Spicerhaart Financial Services

- Spicerhaart Financial Services is part of the Spicerhaart Group, the largest independent network of estate agents in the UK and Europe.
- Spicerhaart operates over 250 branches of haart, Spicer McColl, Felicity J. Lord and Darlows throughout the UK.
- Spicerhaart handles residential property sales, lettings and property management for over 300,000 customers a year. For more information visit www.spicerhaart.co.uk

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