



For Immediate Release: 23 July 2008

NEWCASTLE BUILDING SOCIETY LAUNCHES INTERMEDIARY SERVICE

Newcastle IS to offer range of intermediary savings products

Newcastle Building Society today launches its new savings and lending brand dedicated to intermediaries. *Newcastle IS* is aimed specifically at intermediary networks and Independent Financial Advisers, (www.newcastleis.co.uk).

Newcastle Intermediary Services is initially offering a range of deposit based savings products, including capital guaranteed structured accounts, instant access savings accounts and fixed rate bonds, providing competitive rates of commission for distribution.

Newcastle Building Society has over ten years' expertise in manufacturing and distributing guaranteed structured deposit based savings products, which it has made available via third parties and direct to its own members.

Intermediary networks and IFAs, through *Newcastle IS*, can now benefit from Newcastle's dedicated service and innovative approach to selling, including the use of its unique, interactive website. In addition, *Newcastle IS* can provide flexible support to portfolio planning, allowing for bespoke products. *Newcastle IS* will consider requests on an individual basis.

The website offers a facility for submitting online applications, staged application and commission tracking, online client valuations, a sales toolkit, literature library and an online ordering system, all designed to provide advisers with a fully functional and reliable service.

To benefit those advisers who operate on a fee basis, *Newcastle IS* also offers the flexibility of a 'fee rebate' feature, enabling advisers to forgo some or all of their commission to provide additional allocation to their clients' deposits.

Steve Urwin, Senior Marketing Executive at Newcastle Building Society, commented: "We are delighted to announce the launch of Newcastle's Intermediary Service with a wide range of deposit products. Having offered these types of products via intermediaries for some time, *Newcastle IS* is a natural progression from this, providing a dedicated hub of support and advice for both our current and future intermediary partners. This new service reinforces Newcastle's commitment to the intermediary market."

Each of the product types will be available in a choice of tax 'wrappers' including:

- Direct investment
- Cash ISA
- SIPP/SSAS
- Corporate/Trustee

The table below summarises the products available from launch:

| Product | | Wrapper | | | |
|------------------------------|--|---------|----------|------|------|
| | | Dir | Cash ISA | SIPP | Corp |
| Structured Investment | Details | | | | |
| Balanced Account | 50:50 account offering 9% gross/AER 12 month fixed easy access account coupled with 5 year 50% FTSE tracker | Y | N | Y | Y |
| Clean Energy Select Account | Basket of stocks comprising a diversified mix of Clean Energy Production and Clean Energy Technology and Equipment companies, offering 100% participation (222% cap) | Y | Y | Y | Y |
| Minimum Return Account | 15% guaranteed return over 5 years or 50% participation in FTSE, whichever is higher | Y | Y | Y | Y |
| FTSE Return Account | 45% return providing FTSE is no lower in 5 years time | Y | Y | Y | Y |

| Sipp Only | Details | Dir | Cash ISA | SIPP | Corp |
|--------------------------------|--|-----|----------|------|------|
| Access SIPP | BBR - 0.25% for life (current 4.75%) all balances | N | N | Y | N |
| 6 Month Fixed Rate SIPP | 6 month bond offering a fixed rate of 6.00% gross/ 6.09%AER maturing to Access SIPP. | Y | Y | Y | Y |
| Deposit Savings Account | | | | | |
| Access deposit | BBR linked, easy access savings account with a rate of 4.90% gross/AER suitable for individuals or managers of client funds. | Y | N | N | N |

Newcastle Building Society, through Newcastle IS, is the only service to offer all in one place:

- * Products provided by Newcastle Building Society, backed by 10 years' expertise*
- * Application submissions and tracking*
- * Online valuations*
- * Commission tracking*
- * Bespoke products, on application*
- * Flexible commission*
- * Downloadable brochures
- * Market data and fact sheets

*These features are unique to *Newcastle IS* and not available from any other provider of deposit based products.

For more information please contact Newcastle Building Society Intermediary Service on 0845 603 9299, email intermediarysales@newcastle.co.uk or visit www.newcastleis.co.uk.

-ENDS-