
Monday 18 September 2006

**SCOTTISH WIDOWS BANK LAUNCHES NEW FIXED RATE OFFSET
MORTGAGE**

- **Offset calculator available to IFAs**
- **Increased procurement fee from 18 September – 31 October**

Scottish Widows Bank has today announced the launch of a new two year fixed rate offset mortgage product. The new facility will be available on the Bank's Professional and Flexible products, and will enable customers to offset against a fixed rate until 31 October 2008. Previously only customers on a variable, tracker or discounted product have been offered the option to offset.

The two year fixed rate offset will be offered at the following rates:

- Up to 95% **5.45%**
- Above 95 % **5.99%**

Murdo McHardy, Head of Product Development and Marketing, Scottish Widows Bank said: "With base rate movements at the back of everyone's minds, it is important for lenders to support their customers by offering more security in their products to those that want it. In the current climate, this new product offering will not only provide a welcome safeguard of a fixed rate, but also the flexibility of an offset product that ensures your savings are consistently working to reduce your mortgage."

The Bank will be distributing an offset/overpayments calculator to its IFA database of 4,500 brokers from 18 September. The software will enable IFAs to demonstrate the benefits of offset and flexible mortgages for a client's individual situation, via graphic illustrations. IFAs can contact their local Business Development Manager for a copy of the calculator or email SWBMarketing@scottishwidows.co.uk.

For applications submitted from 18 September to 31 October 2006, the Bank is also offering an increase in procurement fee of £50 per case.

More...

Murdo McHardy, Head of Product Development and Marketing, Scottish Widows Bank commented: “The combination of the new fixed rate, offset/payment calculator and enhanced procurement fees makes the Scottish Widows Bank new fixed rate offset mortgage facility one of the most compelling deals on the market, equipping brokers with an attractive package when they come to advising their clients.”

ENDS

Notes to editors

Customer booking fee:

£495 up to 75%
£595 over 75%

Fixed until 31st October 2008

Up to 10% of the loan balance may be repaid once a year by cheque, without an early repayment charge. If any extra payments are made to the mortgage account prior to the expiry of the fixed rate period, a charge equal to 3% of the amount of the extra payments will be payable. Extra payments include repayment of the mortgage in full.

For further information, please contact –

Murdo McHardy
Head of Product Development and Marketing
Scottish Widows Bank
Tel. 0131 655 6818

Paul Ferguson
Press Officer
Scottish Widows
Tel. 0131 655 6818
paul.ferguson@scottishwidows.co.uk

Andy Smith / Susanna Walker-Robson
Lansons Communications
Tel: 020 7294 3675 / 3665
Email: scottishwidows@lansons.com

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