

## **New rates and no arrangement fees on any remortgage products**

Ulster Bank is one of NI's leading mortgage providers and the only institution to commit to lend £500m of mortgage business. We continue to build on our mortgage offerings and we are delighted to announce several significant improvements to our mortgage range.

We are

- Reducing all of our 60% LTV mortgage rates
- Removing arrangement fees for all residential remortgage products
- Extending end dates to 31<sup>st</sup> Jan 2013/2016
- Introducing £500 cashback for customers who switch their mortgage with their salaried current account

## **Even better rates with no remortgage arrangement fees**

We are reducing our <60% LTV products which will ensure Ulster Bank has market leading pricing in this category.

The new 60% LTV rates are

- 2.65% - 2 Yr Discount ufirstgold (SVR -1.35%)
- 2.75% - 2 Yr Discount (SVR -1.25%)
- 2.75% - 2 Yr Fixed ufirstgold
- 2.85% - 2 Yr Fixed

We are also introducing a **broker exclusive product** which is outlined below

- 3.99% - 3 Yr Fixed with Max LTV 70%

Arrangement fee on all the above products: £0 (remortgage), £495 (house purchase).

To apply to open a ufirstgold current account please advise your customer to phone our Direct Sales Centre on 0800 046 6486 or alternatively contact their local Ulster Bank branch. These applications will only be progressed once the ufirstgold current account is in place.

At Ulster Bank, we want to continue to offer you and your clients new and innovative ways to save money and as part of this commitment your clients will **no longer have to pay an arrangement fee on any of our residential remortgage products**. This is an unrivalled offer in the market especially when you consider it is combined with

- Free legals (if our nominated solicitor, McKee's, is used)
- Free valuation

We are making it easier to make the switch to Ulster Bank since the customer will not have to pay any fees. All our competitors charge fees and some only pay some of the costs of switching. We are the first bank to adopt this unique approach.

## **£500 cashback for mortgage & current account switchers**

If a customer is switching their mortgage from another lender and also switches their main current account to Ulster Bank they will be eligible for £500 cashback. Existing salaried current account customers who switch their mortgage to us will also be eligible for £500 cash back.

Northern Bank recently advertised a £1,000 cashback offer but the mortgage products available came with a £799 fee and they also only pay some of the legal and valuation costs. So in reality a Northern Bank customer would have to use their cashback to fund the costs of moving their mortgage to the Northern. Our offering is simple and easy for our customers to understand. Encourage your customers to switch now and they possibly could have an extra £500 in their pocket for Christmas.

If your customer wishes to switch their salaried current account and mortgage in order to receive £500 cashback, please advise your customer to phone our Direct Sales Centre on 0800 046 6486 or alternatively contact their local Ulster Bank branch.

Lines are open Mon to Fri 8am to 6pm, Saturday 9am to 2pm (excl. bank holidays). Calls may be recorded.

Full details will be available on the Ulster Bank Intermediary website shortly:  
[www.ulsterbankintermediaries.co.uk](http://www.ulsterbankintermediaries.co.uk)