

Press Release

STONEHAVEN BUCKS INTEREST RATE TREND BY DROPPING ITS RATES

Interest rates down, LTVs up

Monday 19 November 2007

Specialist Equity Release provider Stonehaven has this morning dropped its interest rates and launched higher LTVs, positioning itself as the most competitive provider in the equity release market with the lowest prices and highest lending range.

The new pricing structure goes against industry trends and is launched despite the Bank of England continuing to keep interest rates on hold.

From today Stonehaven's interest rates now start at 5.90% and the LTVs for its Lump Sum Max product are now the highest in the lifetime mortgages market.

Along with lower prices across its range of products, Stonehaven is retaining its existing free option to protect equity, at the new interest rate level, based on the final valuation of the property.

The latest interest rates

	Old	New
Lump Sum Lite	6.24%	5.90%
Lump Sum	6.64%	6.30%
Lump Sum Plus	7.16%	6.75%
Lump Sum Max	7.37%	7.12%
Regular Cash Release	6.64%	6.30%
Flexible Cash Release	6.75%	6.43%
Build Your Own	From 6.64%	From 6.30%
Interest Only	From 6.42%	From 6.23%

These rates will apply to applications received on or after Monday 19th November.

Stonehaven entered the market in August last year with a radical range of products tailored for the over 55 market, including the first fixed interest rate for over 55s and 'build your own' product structures, allowing IFAs and their clients to tailor an equity release solution from over 100 possible payment combinations.

Founder and Chief Executive Jayne Almond says:

“The new rates are absolutely designed to stimulate growth in 2008 and increase market share. We want to wake up homeowners, particularly those considering remortgaging as they approach retirement, to the opportunity and security that a fixed rate lifetime mortgage can provide over traditional mortgages.

“Innovation and flexibility are going to be critical as the financial services industry navigates it way out of the credit crisis. The equity release sector needs to adapt in order to truly realise the immense market opportunities. We are confident we have got the best products on the market and now we have the best pricing in the market to support qualified IFAs even further.”

Ends

Please See attached new LTV tables for Lump Sum Lite and Lump Sum Max.

About Stonehaven

Stonehaven – headquartered in London - is led by CEO and founder, Jayne Almond, the former Managing Director of Barclays/Woolwich mortgage business. Jayne’s highly experienced senior management team includes Sales and Marketing Director, Georgina Smith, the former brand Director for Orange; CFO, John Pemberton, formerly of Prudential; and Bob Avery formerly of Lloyds TSB. The 20-strong Stonehaven team also includes a dedicated adviser support team, a bespoke underwriting team, and a team focused solely on mortgage processing.

For all press enquiries, please contact:

Stonehaven:

Claire Marnham

Hume Brophy Communications

T: +44 (0) 207 499 8736

E: claire.marnham@humbrophy.com

