

## PRESS RELEASE

### Coutts partners with Mortgage Brain to share products with intermediary market

**UK, OCTOBER 18, 2018:** Coutts, the private bank and wealth manager, has partnered with mortgage technology expert, Mortgage Brain to make its products available through its platforms to UK mortgage intermediaries.

Coutts' range of flexible residential mortgages, including its Fixed rate and Tracker products, are now available at the touch of a button on MortgageBrain Anywhere and MortgageBrain Classic, Mortgage Brain's innovative first and second charge online and desktop sourcing systems.

Chris Gallant, Associate Director at Coutts said, "As a leader in the market, Mortgage Brain does significant business in the High Net Worth segment so it made perfect sense to partner with them to help ensure wealthy individuals can gain access to our flexible suite of products".

"This is an exciting next step for us in working more effectively with our intermediary partners, while also making our products more accessible to firms who may not have previously considered looking at Coutts' products for their most wealthy clients.

"Our flexible lending proposition means we're able to create solutions that are tailored to the clients' individual circumstances, taking into consideration a client's overall assets and investments, not just their earnings, which is especially appreciated by our entrepreneur clients where the majority of their wealth is tied up in the business.

"For clients there is the added advantage that they do not just receive a mortgage, they become a Coutts client. This means that they are able to benefit



from a host of the ancillary services that Coutts provide including a multi currency debit card and access to our concierge service."

Mark Lofthouse, CEO of Mortgage Brain, adds, "We've been working in partnership with Coutts over recent months to help launch its products to intermediaries via our sourcing systems and we're absolutely delighted that its residential mortgage products are now available to our customers.

"Like us, Coutts is committed to providing the highest levels of customer service and support and by making its residential products available our customers now have a greater choice and certainty of being able to offer a first class mortgage advice service, which meets all their client's individual needs."

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## ABOUT MORTGAGE BRAIN LIMITED:

- [Mortgage Brain](#) is an expert in technology and software solutions proactively supporting Lenders, Networks, Corporates and Intermediary Mortgage Advisers.
- Its integrated product suite includes:
  - First and Second charge, whole of market, online and desktop mortgage sourcing systems [MortgageBrain Classic](#) and [MortgageBrain Anywhere](#)
  - Standalone second charge sourcing website [LoansBrain](#)
  - Case tracking and quoting comparison portal [ConveyancingBrain](#)
  - Point-of-sale, CRM and compliance system with online client portal [the Key](#)
  - The multi-lender digital gateway, mortgage application platform, accounting for 60% of UK Lending [MTE, Mortgage Trading Exchange](#)
  - Websites, calculators, plugins [MortgageBrain B2C](#)
  - Lead Generation Suite for Advisers including consumer facing app, website and Amazon Echo Skill [UKMortgages](#)
  - Data Analysis & Lending Solutions.
- Mortgage Brain has over 22,000 users of its products and services and is a Microsoft Gold Certified Partner.
- Industry awards include 4 times winner 'Best Technology Provider' at the Mortgage Strategy Awards, winner of the Best Sourcing System at the Financial Reporter Awards and 4 times winner of the 'Technology Advocate of the Year' at the British Mortgage Awards.
- Mortgage Brain Holdings Limited, formed in 1986, is jointly owned by Barclays, Lloyds Banking Group, Nationwide, Royal Bank of Scotland, Santander & Virgin Money.

### FOR FURTHER PRESS INFORMATION, PLEASE CONTACT:

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