

NEWCASTLE BUILDING SOCIETY CELEBRATE TEN YEARS OF SUCCESSFUL SOLUTIONS

Newcastle Building Society today celebrates the ten year anniversary of its systems business - the society's operation offering computer systems and bureau services to other financial service providers.

August 1997 saw the official launch of Newton Facilities Management Limited (NFML) which aimed to provide modern, cost efficient computer systems and support services to like minded organisations. The system provision is part of a portfolio of services developed by the Society over the years as part of its Strategic Solutions business services group.

The client base has grown considerably but still retains the founding partner – Melton Mowbray Building Society. Other customers taking advantage of the NFML supplied systems include the Stafford Railway Building Society (who recently signed a new five year contract) and the Shepshed Building Society. The Bath Building Society and the Beverley Building Society also use the Society to provide their Internet Client Account.

The underpinning concept of cooperation and the sharing of knowledge and systems has proved invaluable for many of the customers who would otherwise have faced with significant expense in overhauling their systems, procedures and marketing literature in complying with regulation, legislation and attempting to compete in a highly competitive market place.

Colin Greaves, Managing Director of Newcastle Strategic Solutions Ltd commented:

"We are absolutely delighted to be able to celebrate ten highly successful years for our solutions business. It was always our hope at the outset, with the creation of NFML, that the solutions business would offer smaller financial

service providers the resources and systems necessary to maintain the level of products, service and support offered by the larger organisations.

“Since its beginning, the strategic solutions business has grown vastly. It has expanded its operations to include Business Process Outsourcing services for online and traditional savings products, mortgage processing and administration and most recently - a debit and pre-paid card facility.

It currently offers creative internet savings solutions for Bradford & Bingley and Landsbanki’s ‘Icesave’ brand. It has also partnered with a number of key clients to produce over 40 prepaid card programmes in the UK and Ireland with further expansion into Europe underway.

“To date, the Society’s solutions business has over 35 clients throughout the financial sector and it is gratifying to note the number of satisfied customers who are renewing their approach towards their needs, each client will be able to access the solutions necessary to increase the potential of their own offering to customers.”

-ENDS-

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About Newcastle Building Society

Newcastle Building Society is the biggest building society based in the North East and one of the strongest mutual building societies in the country. With assets under management of over £4.42bn we are certainly large enough to cope but small enough to care deeply about the needs of our members. We are committed to providing a range of innovative and attractive products and services.

www.newcastle.co.uk

The Newcastle Building Society is committed to remaining mutual and by doing so we feel we are better placed to continue to provide our investors with the quality of service expected from one of the country's strongest building societies.

About Newcastle Strategic Solutions Ltd

Newcastle Strategic Solutions Ltd is innovative and diverse, offering flexible, workable and highly successful business processing solutions to companies wishing to outsource.

The solutions business consists of the following elements:

Savings and Mortgage processing

The most recent service we launched was a great success with demand of five times the original estimates. The Society has proven the ability to cope with such situations and resource planning methods. The Society currently manages over £5bn of assets for third party clients.

Card solutions

From a standing start, the Society achieved a market leading position in the card 'sponsorship' field over the course of 2006. The intention is to maintain this position through continued growth.

Systems solutions

We are celebrating 10 years in August of working with a number of smaller building societies providing tailored systems for their business, systems that are continually developed and maintained by experts. The systems include end of day transactions, back up and disaster recovery.