

**10 October 2007**

## **Press Release from Integer**

### **Integer attracts over R100 million in new Home Loans**

Integer, the newly launched home loan provider set to rival South Africa's existing mortgage industry with excellent rates and service, captured mortgage applications worth more than R100 million within the first 36 hours of business - and over R120 million in the first week of operation.

Of the new applications submitted, 70% were mortgage switches from other lenders, while 20% were for new home purchases and 10% to refinance bond-free homes.

"This is an excellent start and gives me great confidence that our positioning as competition for the banks is what the consumer wants. People want choice and they are going to have it now that we are up and running," said Simon Stockley, CEO of Integer.

Initially all applications were made via the Integer website and call centre, and following a tie-up with mortgage originators Dimension Home Loans, Independent Bond Originators, HP Nett and Bond Excel, an increase in the rate of applications is expected by the end of this week. The custom-built IT system, which is behind Integer's ability to make time taken by the mortgage application process less than 48 hours from application to credit approval, was stable throughout.

"With the strong likelihood of a further rate increase this week (following the MPC meeting on Thursday), SA consumers appear to have been sensitised to rates and are shopping around for a good deal," concludes Stockley.

#### **For further information please contact:**

*FD Beachhead*

Dani Cohen                      021 487 9000 / dani.cohen@fd.com  
Jean Dennis                      021 487 9000 / jean.dennis@fd.com

*Integer*

Simon Stockley, CEO        0832760068 / simon.stockley@integer.co.za