

The logo for the Mortgage Intermediary Census, featuring the words "mortgage intermediary" in a smaller font above the word "census" in a larger, bold font, all contained within a dark brown circle. The background of the entire page is a light brown color with a pattern of overlapping circles in various shades of brown.

mortgage  
intermediary  
census

## – MIC Fact Pack – A Profile of Mortgage Intermediaries in the UK

This profile of Mortgage Intermediaries in the UK has been prepared in appreciation of your participation in Mortgage Intermediary Census

Your opinions really do matter to us, as without your valued support, results such as these would never reach key decision makers within today's Mortgage market.

This data has been gathered over the period of January 2006 – December 2006 on NMG's Mortgage Intermediary Census, and is accurate as of the year end 2006.

The report contains the following:

- 1: Gender
- 2: Years in Mortgage Service
- 3: Age
- 4: Professional Qualifications
- 5: Business Locations
- 6: Registered Individuals
- 7: Regulated Status
- 8: Operating Models
- 9: Areas of Mortgage Business
- 10: Use of Network or Support Service
- 11: Firm Income

We look forward to your continued support and participation in the **Mortgage Intermediary Census**.

Kind Regards,

Mortgage Intermediary Census Team

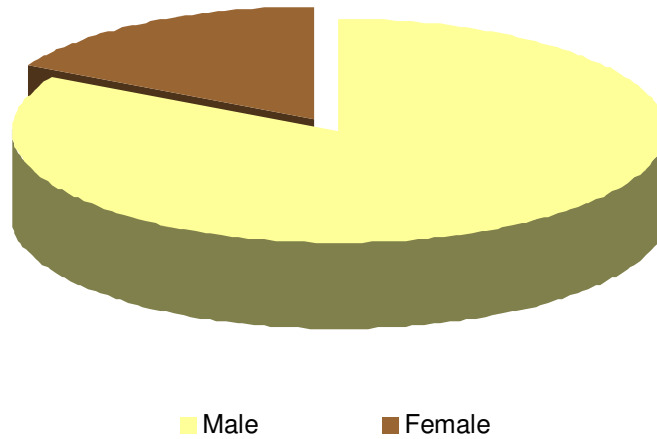
**NMG Research**

[info@mortgageintermediarycensus.com](mailto:info@mortgageintermediarycensus.com)



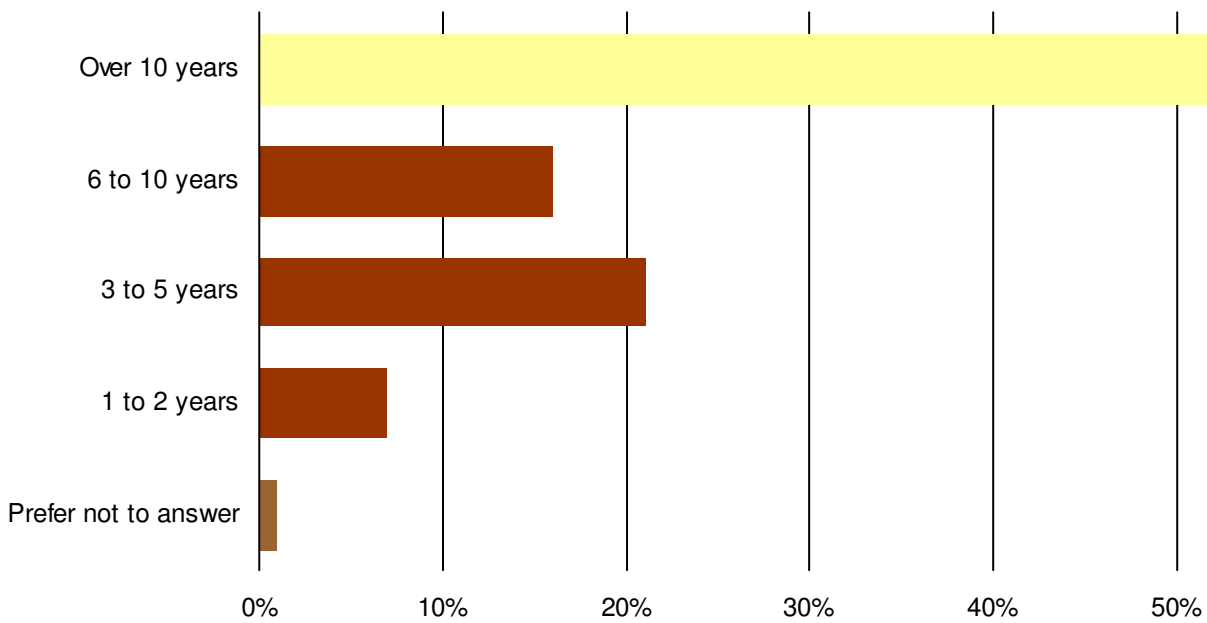
This information has been prepared for the members and contacts of the **Mortgage Intermediary Census** supported by **NMG Research**. The information and options expressed in this document are not necessarily comprehensive and do not purport to give professional advice. If you would like specific information or assistance please contact **NMG Research**.

# 1. Gender



Base: All respondents January 2006 – December 2006 (940)  
Q: What is your gender?

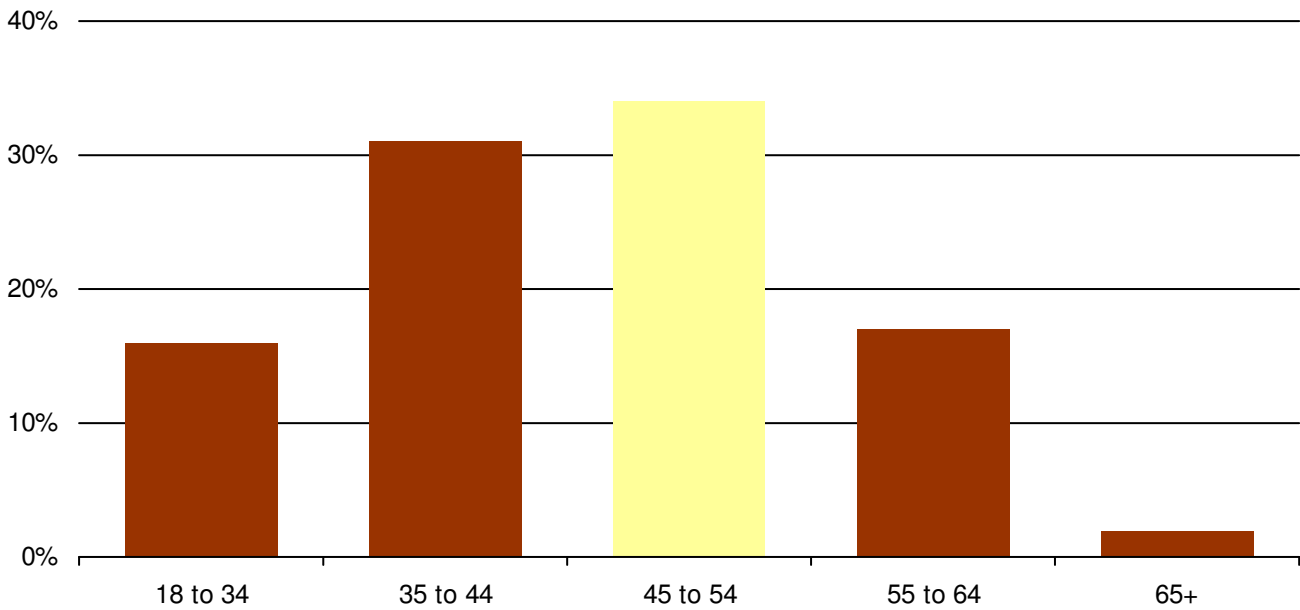
# 2. Years in Mortgage Services



Base: All respondents January 2006 – December 2006 (802)  
Q: How long have you been a mortgage adviser?

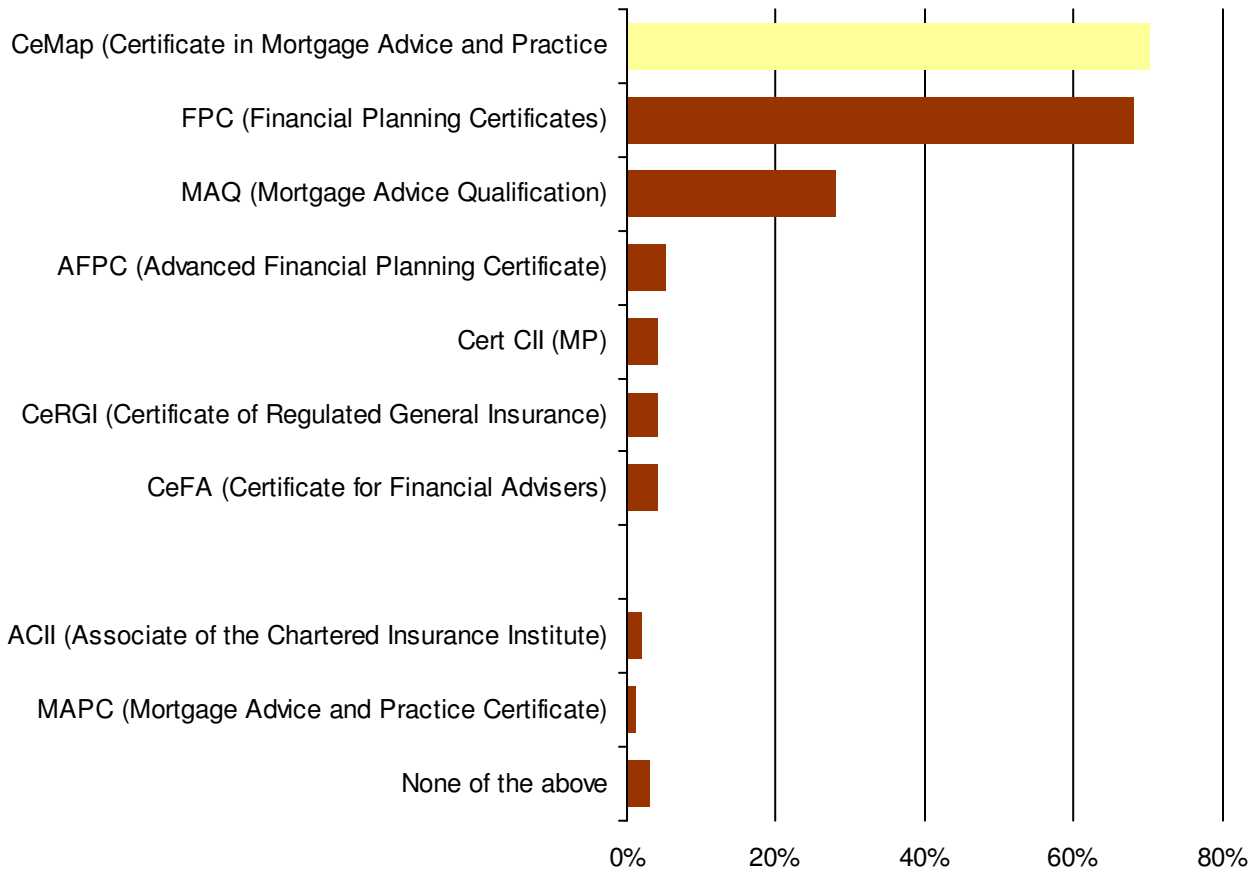
This information has been prepared for the members and contacts of the **Mortgage Intermediary Census** supported by **NMG Research**. The information and options expressed in this document are not necessarily comprehensive and do not purport to give professional advice. If you would like specific information or assistance please contact **NMG Research**.

### 3. Age



Base: All respondents January 2006 – December 2006 (940)  
Q: Which age band do you fall into?

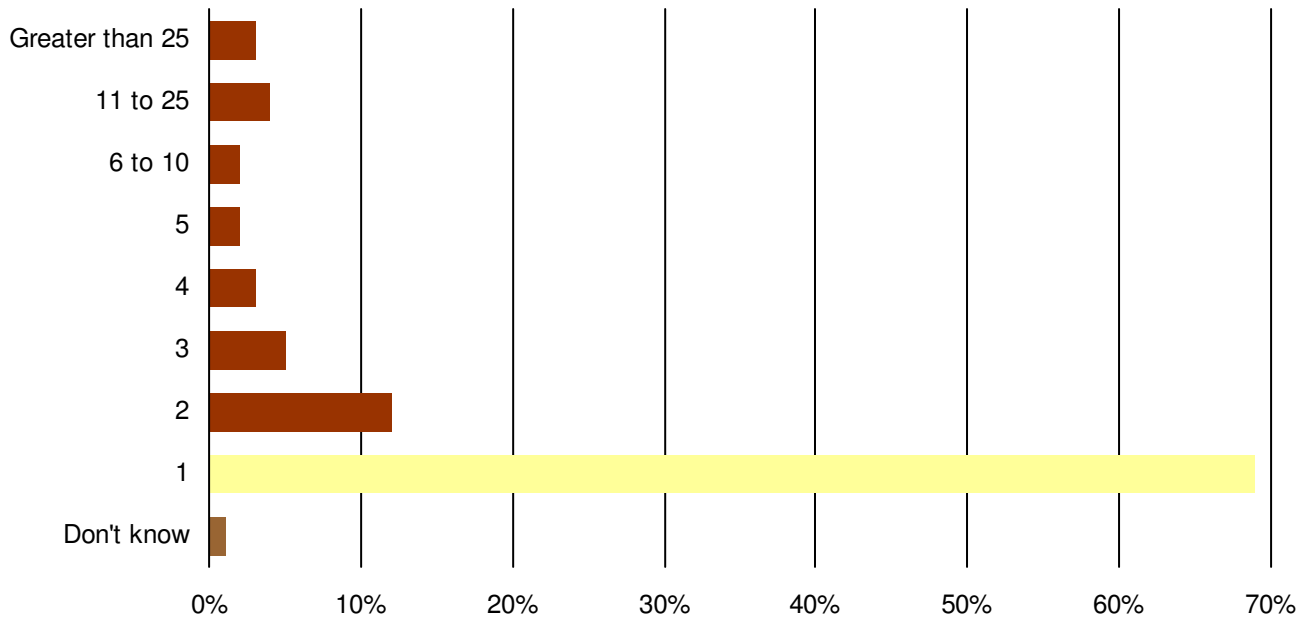
## 4. Professional Qualifications



Base: All respondents January 2006 – December 2006 (939)

Q: Which of the following professional qualifications do you personally hold?

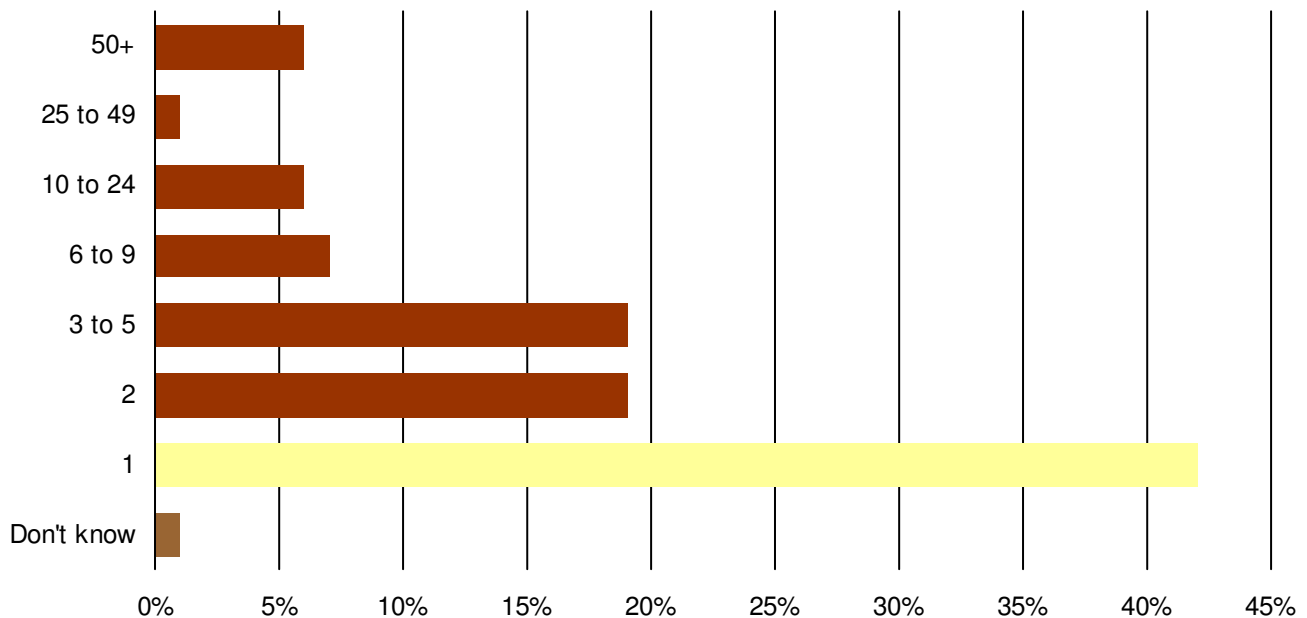
## 5. Business Locations



Base: All respondents January 2006 – December 2006 (940)

Q: How many physical locations does your business operate out of?

## 6. Registered Individuals



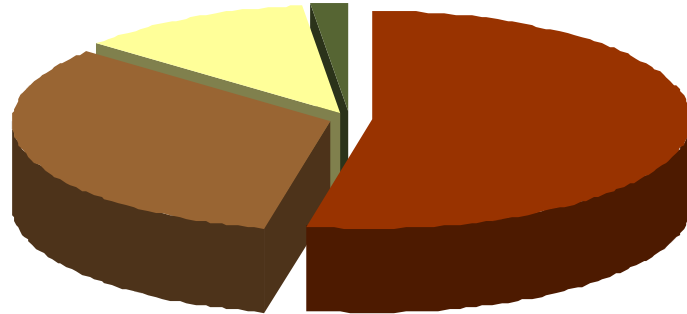
Base: All respondents January 2006 – December 2006 (940)

Q: How many Mortgage Advisers work for your business in total across all sites?

This information has been prepared for the members and contacts of the **Mortgage Intermediary Census** supported by **NMG Research**. The information and options expressed in this document are not necessarily comprehensive and do not purport to give professional advice. If you would like specific information or assistance please contact **NMG Research**.

## 7. Regulated Status

### For Mortgage Business

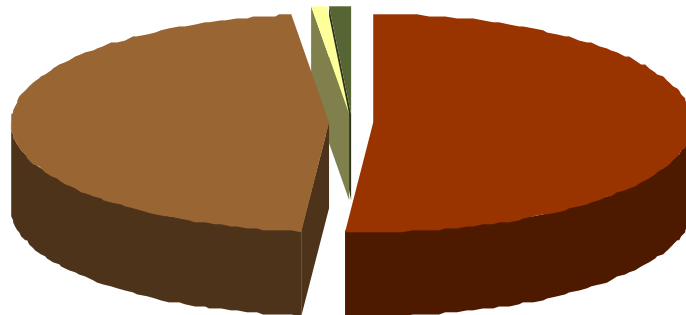


- Directly regulated by the FSA
- An appointed representative of a Principal that IS a mortgage network
- An appointed representative of a Principal that IS NOT a mortgage network
- Other (Please specify)

Base: All respondents January 2006 – December 2006 (938)

Q: What is your regulated status for the Mortgage Business?

### For NILGI



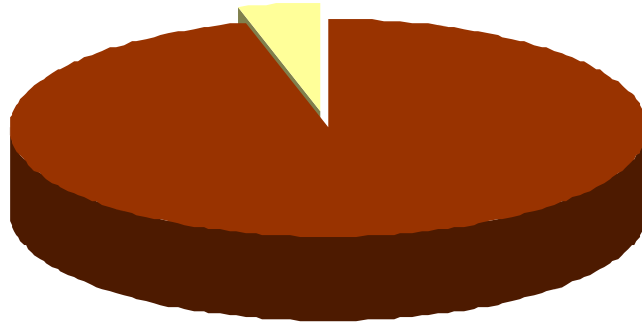
- Directly regulated by the FSA
- An appointed representative of a network
- Introducer
- Other (Please specify)

Base: All respondents January 2006 – December 2006 (875)

Q: What is your regulated status for non investment life and general insurance business?

## 8. Operating Models

### For Mortgage Business

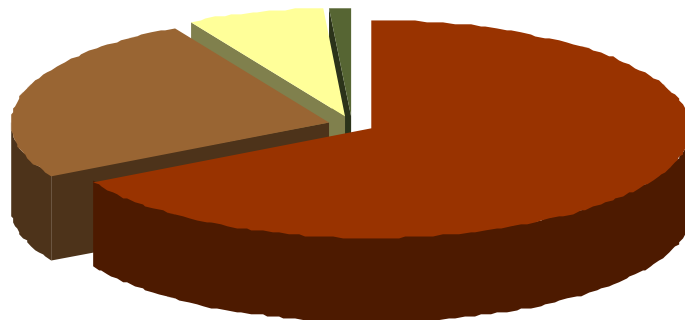


■ Whole of market (including the use of a representative panel of mortgage lenders)

■ Limited panel

Base: All respondents January 2006 – December 2006 (938)  
Q: Which of the following models do you operate for mortgage business?

### For NILGI



■ A fair analysis (whole of market)

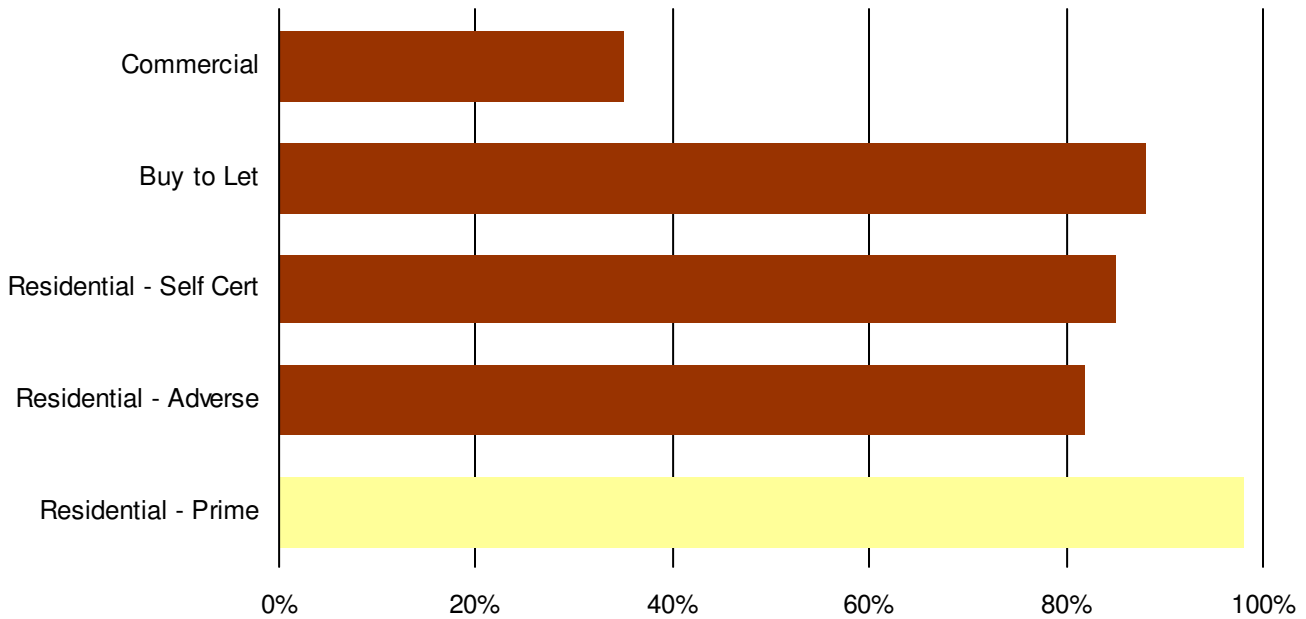
■ Limited panel

■ Single provider

■ Introducer

Base: All respondents January 2006 – December 2006 (876)  
Q: Which of the following models do you operate for non investment life and general insurance business?

## 9. Areas of Mortgage Business



Base: All respondents January 2006 – December 2006 (408)  
 Q: Which of the following areas of Mortgage business do you conduct?

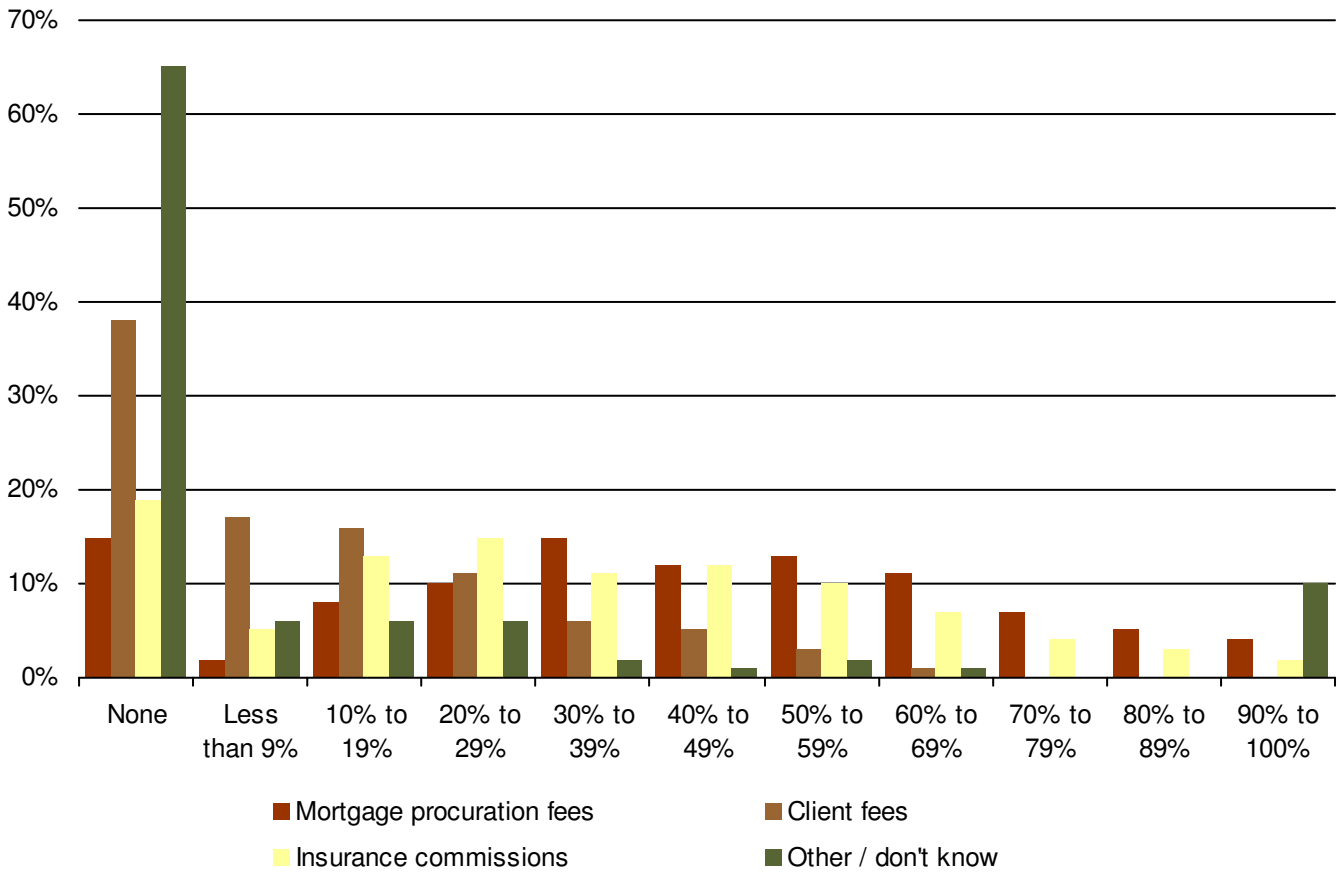
## 10. Use of Network or Support Service



- Yes
- No (ie. handle own compliance in-house)
- Don't know

Base: All respondents January 2006 – December 2006 (504)  
 Q: Do you make use of a network or support services company for purchasing compliance services in relation to your mortgage business?

# 11. Firm Income



Base: All respondents January 2006 – December 2006 (408)  
 Q: What percentage of your firm's income comes from each of?