

INTERMEDIARY PRODUCT GUIDE FOR MAINSTREAM LENDING



LIFETIME TRACKER RATES

| | <i>Residential</i> | <i>Buy to Let</i> | <i>Commercial</i> |
|----------------------|--------------------|-------------------|-------------------|
| Margin | 2.30% | 3.38% | 3.50% |
| Interest Rate | 2.80% | 3.88% | 4.00% |

Bank of England Base Rate 0.50%

The Interest Rate will be increased / decreased the same day as any increase / decrease in the Bank of England Base Rate and by the same percentage.

Interest is calculated daily and applied monthly (simple interest method).

ARRANGEMENT FEE

The arrangement fee is paid upon acceptance of offer and cannot be added to the advance.

The fee is non-refundable.

| <i>loan amount</i> | <i>Residential</i> | <i>Buy to Let</i> | <i>Commercial</i> |
|---|-------------------------|-------------------|-------------------|
| up to and including £50K | | | £1,695 |
| over £50K and up to and including £150K | £1,295 | £1,895 | £2,195 |
| over £150K and up to and including £500K | | | |
| over £500K and up to and including £1 Million | £2,495 | £3,195 | £3,195 |
| over £1 Million | 0.5% of the loan amount | | |

OTHER FEES

Funds transfer fee of £35. Deeds discharge fee of £95 for each security.

Sole legal representation required for Residential and Buy to Let Loans over £1 Million and Commercial cases over £500K. Costs for both parties representation to be borne by the Borrower.

EARLY REPAYMENT CHARGES

First year only. 1% on full redemption. Overpayments permitted.

LTV LIMITS

| <i>Purchase Price / Valuation</i> | <i>Residential</i> | <i>Buy to Let</i> | <i>Commercial</i> |
|---|--------------------|-------------------|-------------------|
| up to and including £150K | 80% | 75% | 70% |
| over £150K and up to and including £500K | 75% | 70% | 65% |
| over £500K and up to and including £1 Million | 70% | 65% | 60% |
| over £1 Million | | 55% | 55% |

Minimum lease at outset is 80 years remaining, with 55 years remaining at end.

STATUS & REPAYMENT METHODS

Residential, Buy to Let and Commercial Lending are only available as Full Status products. Self Cert, Non-Status and Fast-track facilities are not available.

All loans are available on a repayment basis only.

MAX LOAN TERM

| <i>Residential</i> | <i>Buy to Let</i> | <i>Commercial</i> |
|--------------------|-------------------|-------------------|
| 25 years | 25 years | 15 years |

Terms past state retirement age considered

LOAN SIZE

| | | | |
|----------|------------|---------------|------|
| Max Loan | £2 Million | Min Valuation | £50K |
| Min Loan | £35K | | |

FLEXIBLE FEATURES

| | |
|------------------|-----|
| Overpayments | Yes |
| Underpayments | No |
| Payment Holidays | No |
| Offset | No |

CONSTRUCTION

| | |
|-------------------------------|-----|
| Conventional | Yes |
| Concrete | No |
| Steel Framed (prior to 1989) | No |
| Timber Framed (prior to 1970) | No |
| Thatched Roof | No |

PROPERTY

| | |
|----------------------------------|-------|
| Freehold Flat | No |
| Purpose Built Flat | Yes |
| Studio Flat (min 30sqm) | Refer |
| Converted Flat | Yes |
| Flat above Shop | Yes |
| Maisonette | Yes |
| Over 4 Storeys | Yes |
| Flying Freehold | Refer |
| Listed Building | Refer |
| Ex-local (60% private ownership) | Refer |
| New Build (flats min £100K val) | Refer |
| Agricultural Restrictions | No |

INCOME CONSIDERED

| | |
|---------------------------|------|
| Basic | 100% |
| Overtime | 50% |
| Commission | 50% |
| Bonuses | 50% |
| Pension | 100% |
| State Benefits | 0% |
| Maintenance Payments | 0% |
| Mortgage Subsidy | 100% |
| Large Town Allowance | 100% |
| Car Allowance | 0% |
| Dividends | 100% |
| Rental (incl anticipated) | 100% |

APPLICATION TYPES

| | |
|----------------------|---------------|
| First Time Buyer | Yes |
| 2nd Time Buyer | Yes |
| Holiday Home | Refer |
| Shared Ownership | No |
| 2nd Home | Refer |
| Right to Buy | No |
| Re-mortgage | Like for like |
| Unencumbered | Refer |
| Debt Consolidation | No |
| Home Improvements | Refer |
| Business Purposes | Yes |
| Let to Buy | Refer |
| Marital Settlement | No |
| Self Build | No |
| Development Finance | No |
| Bridging Finance | No |
| Same Day Re-mortgage | No |
| Sub-Sale | No |

APPLICANT

| | |
|------------------------|-------------------|
| Min Age 1st Applicant | 21 at start |
| Max Age | 65 at end |
| Min Income | £18,000 |
| Retired | No |
| Adverse Credit History | No |
| British Expat | see section below |
| Foreign Nationals | see section below |
| Ltd Company | Yes |
| Offshore Company | Yes |
| Trust | Refer |

INCOME MULTIPLES

Affordability assessment carried out assuming Bank Base Rates are at 5%.

COMMERCIAL MORTGAGES

We specialise in lending to Chinese restaurants and takeaways and will consider lending for commercial investment, retail, franchises and offices in prime locations.

BRITISH EXPATS & FOREIGN NATIONALS

British Expats considered if working for a large multi-national company based in China, Hong Kong, Singapore and Malaysia.

Foreign Nationals from mainland China, Hong Kong, Singapore and Malaysia accepted.

LINKED CURRENT ACCOUNT

Mortgage payments will be collected from a Bank of China (UK) current account.

Rental income must be paid in to the Linked Current Account.

No offset facility is available.

BUY TO LET

A full status product. Client income is verified.

| | |
|-----------------------------|--|
| Rental Coverage | 100% |
| Max number of properties | 10 with Bank of China / other lenders. |
| Max Lending | £2 Million |
| Min Income | £18,000 |
| Property Developers | No |
| Professional Landlords | No |
| Ltd Companies | Yes with a Personal Guarantee. |
| Offshore Companies & Trusts | Yes with a Personal Guarantee. |
| FTB | Yes |
| British Expat | Yes, refer to section above. |
| Foreign Nationals | Yes, refer to section above. |
| Rental Income | It is a requirement of the Loan Offer that rental income derived from the Property is paid in to the Linked Current Account. |

SUPPORTING DOCUMENTS

Originals will be photocopied by the local branch.

| | |
|---------------|--|
| AML | Valid passport and recent bank statement / utility bill (within last 3 months) |
| INCOME | Employed - last 3 months recent payslips and latest P60 Self-employed - latest SA302 Tax Calculation Form from HMRC and last 3 months latest business bank statements. Self-employed - last 3 years recent trading accounts. |
| BANK STATS | last 3 months recent bank statements (on-line bank statements must be verified) |
| CREDIT REF | A statutory report (cost £2) from either Call Credit, Experian or Equifax. |
| EXISTING BTLs | Mortgages must be visible on the credit reference, otherwise latest mortgage statements are required. |
| DEPOSIT | Proof of deposit required for purchases. |
| ILLUSTRATION | Broker KFI or Buy to Let Illustration must accompany all introductions. |

SOURCING

| | |
|----------------|-----|
| Trigold | Yes |
| Mortgage Brain | Yes |
| Orbiter | Yes |
| Bank website | No |

An illustration is required from the introducing broker for all residential mortgage cases.

VALUATION FEES

| Residential | | |
|-----------------|-------------------------------|-------------------|
| <i>Value to</i> | <i>Mortgage Valuation</i> | <i>Homebuyers</i> |
| £100,000 | £180 | £320 |
| £150,000 | £195 | £380 |
| £200,000 | £230 | £440 |
| £250,000 | £275 | £480 |
| £300,000 | £290 | £530 |
| £350,000 | £330 | £580 |
| £400,000 | £355 | £640 |
| £500,000 | £390 | £700 |
| £600,000 | £470 | £780 |
| £700,000 | £545 | £900 |
| £800,000 | £610 | £1,005 |
| £900,000 | £670 | £1,125 |
| £1,000,000 | £720 | £1,245 |
| £1,250,000 | £820 | £1,640 |
| £1,500,000 | £920 | £1,640 |
| £1,750,000 | £1,210 | £1,890 |
| £2,000,000 | £1,410 | £1,890 |

Residential valuations include an administration fee of £70.