

Plan	Term Years	Max LTV	Max gross loan (Inc all fees added to loan) £	Minimum Net Loan £	Max Adverse Units	Variable Annual Rate	Variable Monthly Rate	Discounted 1 Yr Fix Annual	Discounted 1 Yr Fix Monthly	3 Yr Fix Annual	3 Yr Fix Monthly	5 Yr Fix Annual	5 Yr Fix Monthly
A	1 - 25	75%	250000	3000	None	8.3	0.692	7.0	0.583	8.4	0.700	8.5	0.708
B	1 - 25	75%	250000	3000	One Unit	8.8	0.733	7.5	0.625	8.9	0.742	9.0	0.750
C	1 - 25	75%	55000	3000	Two Units	9.8	0.816	8.7	0.725	9.9	0.825	10.0	0.833

#### Plan A

- Employed & Pension applicants
- Self Employed considered
- No adverse units (max 2 months unsecured arrears)
- Minimum age 21 and loan to complete before age 85

#### Plan B

As for Plan A but:

- Applicants on benefits income considered
- Maximum of one adverse unit

#### Plan C

As for Plan B but:

- Maximum of two adverse units

#### Adverse Units

- 1 unit = 1 CCJ/Default in last 12 months for £300 or more.
- 1 unit = maximum of 1 months Mortgage/Secured Loan arrears in last 12 months
- 2 units = maximum of 2 months mortgage/secured loan arrears in last 12 months
- 1 unit = Any Unsecured Credit for £300 or more with 3 or more current missed payments
- IVAs & Debt Management Plans = normal rules apply in relation to units per default
- Ignore mail order and communications defaults
- Ignore satisfied defaults/CCJs less than £3K

#### Notes

- We will work to open market value on valuations.
- A 50% DTI calculation will be used on all plans to include all outstanding credit.
- Maximum loan term 300 months (25 years)
- Minimum income £15000 from all sources with a credit score of 350 or more. £20000 minimum for all other customers
- Child related income can be used for the full term of the loan where the children are below the age of 14 on application. Where child related income is received for children 14 and over and the loan term will take them beyond the end date of the child related income an explanation will be required to demonstrate future affordability.

#### Plans

3 year fixed rates are available on a minimum 3 year loan term

5 year fixed rates are available on a minimum 5 year loan term

1 year discounted rates are fixed for 1 year and available on a minimum 1 year loan term.

Reversion rate is the variable rate for each plan

#### Fees

##### Lender Fees

1 Year Discounted Plan - 2% lender fee

All other plans - 2.75 % lender fee

Minimum £200, maximum £1295 for all plans

Further Advances – fees charged on the further advance amount only (no minimum, maximum £1295)

##### Broker Fees

Maximum 12.5% (maximum £4950)