

STL1, STL2, STL3: SHORT TERM FINANCE

PRODUCT	LOAN SIZE	MAX LTV	Up to 60% LTV	61% - 65% LTV	66% - 70% LTV	TERM & EARLY REPAYMENT INTEREST AND CHARGES	INTEREST SERVICING OPTIONS	ARRANGEMENT FEE
STL1 Residential	£50k to £15m	Up to 70% Lower of PP or MV	0.65% pm 7.05% above 3 month LIBOR	0.69% pm 7.53% above 3 month LIBOR		Maximum 18 months No minimum interest and no ERCs	Interest can be: i) serviced by Direct Debit ii) retained upon completion for the approved loan term iii) retained for a number of months (specified by the client) with remaining interest payments serviced by Direct Debit NB Interest is charged on the gross loan including retained interest payments	1.95% Full fee added to the loan outside of max LTVs
STL2 Mixed use		MAX LTV	Up to 60% LTV	61% - 65% LTV	66% - 70% LTV			
		Up to 65% Lower of PP or MV	0.77% pm 8.49% above 3 month LIBOR		N/A			
STL3 Commercial		MAX LTV	Up to 60% LTV	61% - 65% LTV	66% - 70% LTV			
		Up to 60% Lower of PP or MV	0.83% pm 9.21% above 3 month LIBOR	N/A				
Please note, margin will increase by 3% if the facility is not redeemed within the agreed term							Discounts available on margin OR arrangement fee for existing clients	

PRODUCT OVERVIEW

- To purchase either residential or commercial property quickly
- Raising finance for the acquisition of another property (supporting evidence or proven track record critical)
- Replacing existing finance pending sale – please note any capital raising will require a detailed explanation of its purpose and supporting evidence. The valuer must comment that the market demand is good and we would expect the market rent to cover our term loan DSCR requirement.

Experience required

- Applicants should either be experienced investors - defined as owning at least two current investment properties (which need to be detailed within the Property Schedule).

EXISTING CLIENTS

We are pleased to offer a **0.25%** discount on the margin **OR** a **0.25%** reduction in the arrangement fee for clients who have been party to a completed loan with Shawbrook.

SLAs - Our dedicated team are committed to being able to process new enquiries within a maximum of **4 hours** and post within **24 hours**. You are able to run your own illustrations from our online broker hub.

SWITCHING TO A TERM LOAN

If the client is intending to hold the property for rental, please consider our term products - the existing client discount WILL be applied. The arrangement fee on the new loan would be 0.95% (added to the loan on completion outside of LTV). Partners commission is paid at 0.50%.

STL4 & STL5: FINANCE FOR LIGHT REFURBISHMENT

PRODUCT	MAX LTV	PRICING	TERM & EARLY REPAYMENT INTEREST AND CHARGES	INTEREST SERVICING OPTIONS	ARRANGEMENT FEE
<div>STL4 Residential</div>	Up to 70% Lower of PP or MV	0.73% pm 8.01% above 3 month LIBOR	Maximum 18 months No minimum interest and no ERCs	Interest can be: i) serviced by Direct Debit ii) retained upon completion for the approved loan term iii) retained for a number of months (specified by the client) with remaining interest payments serviced by Direct Debit NB Interest is charged on the gross loan including retained interest payments	1.95% Full fee added to the loan outside of max LTVs
<div>STL5 Mixed use</div>	Up to 65% Lower of PP or MV	0.83% pm 9.21% above 3 month LIBOR			
Please note, margin will increase by 3% if the facility is not redeemed within the agreed term				Discounts available on margin OR arrangement fee for existing clients	

PRODUCT OVERVIEW

To purchase or refinance either residential or mixed use property quickly with the intention of completing a refurbishment on that property

- Refurbishments to be non-structural in nature and **spend cannot exceed 15%** of the day one value/ purchase price. Works need to be on the residential element.

Experience required:

- Applicants should either be 1. Experienced investors - defined as owning at least 2 current investment properties (which need to be detailed within the Property Schedule) or 2. Have undertaken 2 similar scale projects within the last 2 years (which need to be detailed within the Previous Projects Schedule).

EXISTING CLIENTS

We are pleased to offer a **0.25%** discount on the margin **OR** a **0.25%** reduction in the arrangement fee for clients who have been party to a completed loan with Shawbrook.

SWITCHING TO A TERM LOAN

If the client plans to hold the property for rental, please consider our term products - the existing client discount WILL be applied. The arrangement fee on the new loan would be 0.95% (added to the loan on completion outside of LTV). Partner's commission is paid at 0.50%.

STL6, STL7, STL8: FINANCE FOR HEAVY REFURBISHMENT

PRODUCT	MAX LTV	PRICING	TERM & EARLY REPAYMENT INTEREST AND CHARGES	INTEREST SERVICING OPTIONS	ARRANGEMENT FEE
STL6 Single residential units	Up to 70% Lower of PP or MV	0.79% pm 8.73% above 3 month LIBOR	Maximum 18 months No minimum interest and no ERCs	Interest can be: i) serviced by Direct Debit ii) retained upon completion for the approved loan term iii) retained for a number of months (specified by the client) with remaining interest payments serviced by Direct Debit NB Interest is charged on the gross loan including retained interest payments	1.95% Full fee added to the loan outside of max LTVs
STL7 Multi-units & HMOs	Up to 70% Lower of PP or MV	0.85% pm 9.45% above 3 month LIBOR			
STL8 Semi-Commercial & Commercial	Up to 65% Semi-Commercial Up to 60% Commercial Lower of PP or MV	0.89% pm 9.93% above 3 month LIBOR			
Please note, margin will increase by 3% if the facility is not redeemed within the agreed term		Discounts available on margin OR arrangement fee for existing clients			

PRODUCT OVERVIEW

To purchase or refinance either residential or mixed use property quickly with the intention of completing a refurbishment on that property

- Refurbishment **spend exceeds 15%** of the day one value/ purchase price.

Experience required:

- Applicants should provide evidence of a track record of at least 2 (completed projects) (similar scale and cost) within the last 2 years detailed in the Previous Projects Schedule and/ or supporting evidence.

EXISTING CLIENTS

We are pleased to offer a **0.25%** discount on the margin **OR** a **0.25%** reduction in the arrangement fee for clients who have been party to a completed loan with Shawbrook.

SWITCHING TO A TERM LOAN

If the client plans to hold the property for rental, please consider our term products - the existing client discount **WILL** be applied. The arrangement fee on the new loan would be 0.95% (added to the loan on completion outside of LTV). Partner's commission is paid at 0.50%.

SLAs - Our dedicated team are committed to being able to process new applications within a maximum of **4 hours** and post within **24 hours**. You are able to run your own illustrations from our online broker hub.

RR1, RR2: RESIDENTIAL REFURBISHMENT

TERM LOANS FROM £50k TO £2.5m

LOAN TO VALUE UP TO 75% OF THE AFTER-WORKS VALUE

PRODUCT	Up to 65% LTV	66% - 70% LTV	71% - 75% LTV	TERM AND REPAYMENT		ERCs	DSCR		ARRANGEMENT FEE
				VARIABLE	FIXED		VARIABLE	FIXED	
RR1 Residential refurb	4.75% above 3 month LIBOR	4.95% above 3 month LIBOR	5.10% above 3 month LIBOR	<u>Part Capital & Full Capital:</u> 3 year term, 5% capital repaid (1). 5 year term, 7.5% capital repaid (2). <u>Interest Only:</u> 3 year (1). 5 year (2).	Fixed periods from 3, 4 and 5 years. If the Fixed period expires before the mortgage term, the product reverts to the standard product margin + 3 month LIBOR for remainder of mortgage term. See website for current pricing details.	(1) 3%, 3%, 1% (2) 3%, 3%, 3%, 3%, 1%	Market Rent to cover payment at 110% of margin + 1.75% stress LIBOR	Market Rent to cover the payment at 125% of the Fixed Interest Rate	1.50% 0.25% payable upon acceptance of the offer 1.25% added to the loan
RR2 HMO refurb	4.85% above 3 month LIBOR	5.10% above 3 month LIBOR	5.20% above 3 month LIBOR				VARIABLE	FIXED	
							Market rent to cover payment cover at 125% of margin + 2.75% (stress LIBOR)	Market Rent to cover the payment at 140% of the Fixed Interest Rate	

Discounts available on margin OR arrangement fee for existing clients

NB Interest is charged on the gross loan including retained funds

PRODUCT OVERVIEW

To purchase or refinance residential property with the intention of completing minor refurbishments before letting the property out. Works must be non-structural and not exceed 15% of value/ purchase price.

Client Profile

This product has been developed for clients purchasing or refinancing residential property with the intention of completing some minor decorative refurbishment before letting out the property. This is a 3/ 5 year option for the client where we will lend 75% of the lower of purchase price and market value with a retention held for up to 75% of the after works figure (released after subsequent valuation provided and confirmation that the property is tenanted).

RR2 – where the client is converting the property to a HMO, they must have completed a minimum of 2 similar conversions within the last 2 years and they must be experienced in the management of similar size HMOs (hold at least 1 within their portfolio or hold 5 x investment properties).

R10, R11, R13, R12: RESIDENTIAL INVESTMENT

TERM LOANS FROM £50k - £750k

LOAN TO VALUE UP TO 75%

PRODUCT	Up to 50% LTV	51% - 60% LTV	61% - 65% LTV	66% - 70% LTV	71% - 75% LTV	TERM AND REPAYMENT		ERCs	DSCR*		ARRANGEMENT FEE
						VARIABLE	FIXED		VARIABLE	FIXED	
R10 Simple residential	3.79% above 3 month LIBOR		3.89% above 3 month LIBOR	3.99% above 3 month LIBOR	4.10% above 3 month LIBOR	<u>Part Capital & Full Capital:</u> 3 year term, 5% capital repaid (1). 5 year term, 7.5% capital repaid (2). 10-30 year terms, 70% capital repaid or full capital repaid (3). <u>Interest Only:</u> 3 year (1). 5 year (2). 10 year term (3).	Fixed periods from 3, 4 and 5 years. If the Fixed period expires before the mortgage term, the product reverts to the standard product margin + 3 month LIBOR for remainder of mortgage term. See website for current pricing details.	1) 3%, 3%, 1% 2) 3%, 3%, 3%, 3%, 1% 3) 3%, 3%, 3%, 3%, 1% thereafter 4) 3%, 3%, 3%, 3%, 1% thereafter 5) for 3 year same as 1), for 5 year same as 2) for 10 year same as 4)	Up to 5 year term Market Rent to cover payment at 110% of margin + 1.75% (stress LIBOR)	Up to 5 year term Market Rent to cover payment at 125% of the Fixed Interest Rate	1.50% arrangement fee 0.25% payable upon acceptance of the offer 1.25% added to the loan
R11 Specialist residential	4.40% above 3 month LIBOR		4.60% above 3 month LIBOR	4.65% above 3 month LIBOR	4.70% above 3 month LIBOR				Over 5 year term Market Rent to cover payment cover at 110% of margin + 2.75% (stress LIBOR)	Over 5 year term please use variable DSCR	
R13 Portfolios											
R12 HMO/ student lets	4.50% above 3 month LIBOR	4.60% above 3 month LIBOR	4.75% above 3 month LIBOR	4.80% above 3 month LIBOR	4.85% above 3 month LIBOR				VARIABLE	FIXED	
EX-PATS	R10- Please add 0.25% loading to the relevant LTV bucket R11, 2 & 3 - Please add 0.10% loading to the relevant LTV bucket										

Discounts available on margin OR arrangement fee for existing clients

Client Profile

Experienced property professionals, defined as owning 1 investment property for a minimum of 12 months OR evidence of owning a previous portfolio of properties.

EXISTING CLIENTS - (applicable for all RR and RI products).

We are pleased to offer a **0.25%** discount on the margin **OR** a **0.25%** reduction in the arrangement fee on loans up to £750,000 for any clients who have been party to a completed loan with Shawbrook. Any future lending has a streamlined process. We require only a short form application form and valuation report to be able to proceed to formal mortgage offer. Updated bank statements will only apply if 12 months have passed since the first application or if there is a material change on the updated credit search that requires further investigation. However a face to face interview may be required. *Please note: this does not apply to Shawbrook wrap cases (where you replace one Shawbrook loan with another on the same security).*

* Please note that for R10 the DSCR will not include the 0.25% discount for existing customers when calculating the max loan amount.

LRI1, LRI2, LRI3: LARGE LOAN RESIDENTIAL INVESTMENT

TERM LOANS FROM £750k

LOAN TO VALUE UP TO 75%

PRODUCT	Up to 65% LTV	66% - 75% LTV	TERM AND REPAYMENT		ERCs	DSCR		ARRANGEMENT FEE
			VARIABLE	FIXED		VARIABLE	FIXED	
LRI1 Single dwellings			<u>Interest Only - up to 75% LTV</u> 3 year (1) 5 year (2) 10 year (3) <u>Part Capital & Full Capital</u> 3 year term, 5% capital repaid (1) 5 year term, 7.5% capital repaid (2) 10-30 year terms, 70% capital repaid or full capital repaid (3)	Fixed periods from 3, 4 and 5 years. If the Fixed period expires before the mortgage term, the product reverts to the standard product margin + 3 month LIBOR for remainder of mortgage term. See website for current pricing details.	(1) 3%, 3%, 1% (2) 3%, 3%, 3%, 3%, 1% (3) 3%, 3%, 3%, 3%, 3%, 1% thereafter	Up to 5 year term = Market Rent to cover payment at 110% of margin + 1.75% (stress LIBOR) Over 5 year term = Market Rent to cover payment cover at 110% of margin + 2.75% (stress LIBOR) Please note; on low yielding assets surplus income can be considered	Up to 5 year term = Market Rent to cover payment at 125% of the Fixed Interest Rate Over 5 year term = please use variable DSCR	1.50% 0.25% payable upon acceptance of the offer 1.25% added to the loan
LRI3 Portfolios	4.20% above 3 month LIBOR	4.40% above 3 month LIBOR						
LRI2 HMOs/ student lets	4.30% above 3 month LIBOR	4.50% above 3 month LIBOR				Market Rent to cover payment cover at 125% of margin + 2.75% (stress LIBOR)	Market Rent to cover payment at 140% of the Fixed Interest Rate Over 5 year term = please use variable DSCR	

Scenario

Single residential dwellings - Likely to be considered 'trophy assets'. Where the property is low yielding (normally central London), we can take into account surplus income when calculating affordability. *Please note; the location of the property will have an impact on the level of lending available.*

Blocks - Valuers commentary is key regarding demand and concentration risks. As a guide the maximum is 10 in a block where the asset is strong. We can and have considered larger blocks.

HMOs & Student Lets - Clients must have direct experience in managing these. If the property is a Student Let and is a Cluster block then please note LCI1 pricing will apply. As a guide the maximum is 20 units in a student block where the asset is strong. We can and have considered larger blocks.

Large Residential Portfolios - Lending nationwide.

LCI1, LCI2, LCI3: LARGE LOAN COMMERCIAL INVESTMENT

TERM LOANS FROM £750k

LOAN TO VALUE UP TO 70% OF VACANT POSSESSION

PRODUCT	Up to 65% LTV	66% - 70% LTV	TERM AND REPAYMENT		ERCs	DSCR		ARRANGEMENT FEE
			VARIABLE	FIXED		VARIABLE	FIXED	
LCI1 Commercial	6.35% above 3 month LIBOR	N/A	<u>Interest Only</u> LCI1 up to 65% LTV LCI2 and LCI3 up to 70% LTV 3 year (1) 5 year (2) 10 year (3) <u>Part Capital & Full Capital</u> 3 year term, 5% capital repaid (1) 5 year term, 7.5% capital repaid (2) 10-30 year terms, 70% capital repaid or full capital repaid (3)	Fixed periods from 3, 4 and 5 years. If the Fixed period expires before the mortgage term, the product reverts to the standard product margin + 3 month LIBOR for remainder of mortgage term. See website for current pricing details.	(1) 3%, 3%, 1% (2) 3%, 3%, 3%, 3%, 1% (3) 3%, 3%, 3%, 3%, 1% thereafter	Market Rent to cover payment cover at 110% of margin + 2.75% (stress LIBOR)	Up to 5 year term = Market Rent to cover payment at 140% of the Fixed Interest Rate Over 5 year term = please use variable DSCR	1.50% 0.25% payable upon acceptance of the offer 1.25% added to the loan
LCI2 Semi-commercial	5.30% above 3 month LIBOR	5.45% above 3 month LIBOR						
LCI3 Mixed portfolio	5.10% above 3 month LIBOR					Market Rent to cover payment cover at 110% of margin + 2.25% (stress LIBOR)	Up to 5 year term = Market Rent to cover payment at 140% of the Fixed Interest Rate Over 5 year term = please use variable DSCR	

Scenario

Wholly Commercial Portfolios - Lending nationwide. **Mixed Portfolios** - Lending nationwide.

Mixed portfolio – where 70% based on value is residential and no more than 30% is commercial or semi-commercial.

* Please note; we can consider lending against the Market Value where the property has multiple tenancies or a blue-chip tenant and the client has selected to repay part of the capital.

CII, CI2, CI3: COMMERCIAL INVESTMENT PRODUCT

TERM LOANS FROM £75k - £750k

LOAN TO VALUE UP TO 75% OF VACANT POSSESSION

PRODUCT	Up to 50% LTV	51% - 60% LTV	61% - 70% LTV	71% - 75% LTV	TERM AND REPAYMENT		ERCs	DSCR		ARRANGEMENT FEE
					VARIABLE	FIXED		VARIABLE	FIXED	
CI1 Commercial	5.30% above 3 month LIBOR	5.40% above 3 month LIBOR	5.90% above 3 month LIBOR	6.50% above 3 month LIBOR	<u>Interest Only</u> CI1 up to 65% LTV CI2 and CI3 up to 70% LTV 3 year (1) 5 year (2) 10 year (3) <u>Part Capital & Full Capital</u> 3 year term, 5% capital repaid (1) 5 year term, 7.5% capital repaid (2) 10-30 year terms, 70% capital repaid or full capital repaid (3)	Fixed periods from 3, 4 and 5 years. If the Fixed period expires before the mortgage term, the product reverts to the standard product margin + 3 month LIBOR for remainder of mortgage term. See website for current pricing details.	(1) 3%, 3%, 1% (2) 3%, 3%, 3%, 3%, 1% (3) 3%, 3%, 3%, 3%, 3%, 1% thereafter	Market Rent to cover payment cover at 110% of margin + 2.75% (stress LIBOR)	Up to 5 year term = Market Rent to cover payment at 140% of the Fixed Interest Rate Over 5 year term = please use variable DSCR	1.50% 0.25% payable upon acceptance of the offer 1.25% added to the loan
CI2 Semi-commercial	4.90% above 3 month LIBOR	5.15% above 3 month LIBOR	5.90% above 3 month LIBOR							
CI3 Mixed Portfolios 70% of the mixed portfolio needs to be residential by value	4.75% above 3 month LIBOR	5.00% above 3 month LIBOR	5.15% above 3 month LIBOR	5.75% above 3 month LIBOR				VARIABLE Market Rent to cover payment cover at 110% of margin + 2.25% (stress LIBOR)		

Discounts available on margin OR arrangement fee for existing clients

Client Profile - Experienced property professionals with a successful track record in the commercial investment sector. Clients to have material net worth and income available to absorb increased funding costs or tenancy voids. Semi-commercial must have separate access.

Loan Purpose

Our funding is ordinarily used to finance a purchase or to refinance existing commercial or semi-commercial portfolio/ property because the client is looking to release capital or facing non-renewal from an existing lender (acceptable subject to good conduct).

ACCESS TO THE BELOW PRODUCTS IS AVAILABLE VIA OUR STRATEGIC PARTNERS ONLY.

TB1, TB2, TB3: TRADING BUSINESSES

TERM LOANS FROM £150k - £2.5m

LOAN TO VALUE UP TO 75% 65% ON LOANS OVER £750,000

PRODUCT	SECTORS	Up to 50% LTV	51% - 60% LTV	61% - 70% LTV	71% - 75% LTV	TERM AND REPAYMENT		ERCs	DSCR		ARRANGEMENT FEE
						VARIABLE	FIXED		VARIABLE	FIXED	
TB1 Commercial	All trading business, leisure, retail & industrial	5.30% above 3 month LIBOR	5.40% above 3 month LIBOR	5.90% above 3 month LIBOR	6.50% above 3 month LIBOR	Part Capital & Full Capital 10-20 year terms, 70% capital repaid or full capital repaid	Fixed periods from 3, 4 and 5 years.	3%, 3%, 3%, 3%, 3%, 1% thereafter	Adjusted net profit to provide 110% full capital payment cover at margin + 2.75% (stress LIBOR)	Please use variable DSCR	1.50% 0.25% payable upon acceptance of the offer 1.25% added to the loan
TB2 Semi-commercial		4.90% above 3 month LIBOR		5.15% above 3 month LIBOR	5.90% above 3 month LIBOR		If the Fixed period expires before the mortgage term, the product reverts to the standard product margin + 3 month LIBOR for remainder of mortgage term.				
TB3 Pubs		6.40% above 3 month LIBOR					See website for current pricing details.				

Discounts available on margin OR arrangement fee for existing clients

Client Profile

Experienced business operators with proven experience in their sector. Good credit conduct on secured and unsecured lending. We will also look at the credit profile of any business that they are associated with. Semi-commercial must have separate access

Loan Purpose

Our funding is typically used to finance the purchase of new premises for the client's business or raising working/ investment capital by refinancing an existing business property.

EXISTING CLIENTS - (applicable for all CI and TB products)

We are pleased to offer a **0.25%** discount on the margin **OR** a **0.25%** reduction in the arrangement fee on loans up to £750,000 for any clients who have been party to a completed loan with Shawbrook. Any future lending has a streamlined process. We require only a short form application form and valuation report to be able to proceed to formal mortgage offer. Updated bank statements will only apply if 12 months have passed since the first application or if there is a material change on the updated credit search that requires further investigation. However a face to face interview may be required. *Please note: this does not apply to Shawbrook wrap cases (where you replace one Shawbrook loan with another on the same security).*