

# Your guide to our full range of mortgage products

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When it comes to property, we understand that it's the small details which make up the bigger picture. So, if you are looking for a specialist mortgage or bridging loan on a Commercial, Semi-Commercial, Buy to Let or HMO property, we have the products for you.

Correct as at: **25 January 2018**

All rates and product criteria are correct at the time of going to print.

**For use by professional intermediaries only**

**Completr<sup>ES</sup>**  
Your Specialist Packager Distributor

**InterBay**  
Commercial

## Our parent company

OneSavings Bank is a specialist lender focused on carefully selected sub-sectors of the lending market.

Its main focus is specialist mortgage products, supported by an established and stable retail savings franchise. Its dedication to building long-term customer relationships has consistently delivered high customer satisfaction scores.

OneSavings Bank plc ('OSB') began trading as a bank on 1 February 2011 and was admitted to the main market of the London Stock Exchange in June 2014 (OSB.L). OSB joined the FTSE 250 index in June 2015.

OSB is a specialist lending and retail savings group authorised by the Prudential Regulation Authority, part of the Bank of England, and regulated by the Financial Conduct Authority and Prudential Regulation Authority.

OSB primarily targets underserved market sub-sectors that offer high growth potential and attractive

## Our beliefs

When it comes to commercial mortgages we are the experts. We pride ourselves in providing innovative solutions in complex cases that other lenders lack the appetite to handle.

We believe that when it comes to commercial and Buy to Let mortgages, there's no such thing as one size fits all.



risk-adjusted returns in which it can take a leading position and where it has established expertise, platforms and capabilities. These include private rented sector Buy to Let, commercial and semi-commercial mortgages, unregulated bridging loans, residential development finance, bespoke and specialist residential lending and secured funding lines. OSB originates organically through specialist brokers and independent financial advisers. It is differentiated through its use of high skilled, bespoke underwriting and unique low cost base.

OSB is predominantly funded by retail savings originated through the long established Kent Reliance name, which includes online and postal channels, as well as a network of branches in the South East of England. Diversification of funding is currently provided by securitisation and participation in the Funding for Lending Scheme.

That's why we always look at the small details as well as the bigger picture – and, because we have the financial support of OneSavings Bank plc, we have the means to achieve our ambition to become the UK's most trusted provider of commercial and specialist Buy to Let mortgages.

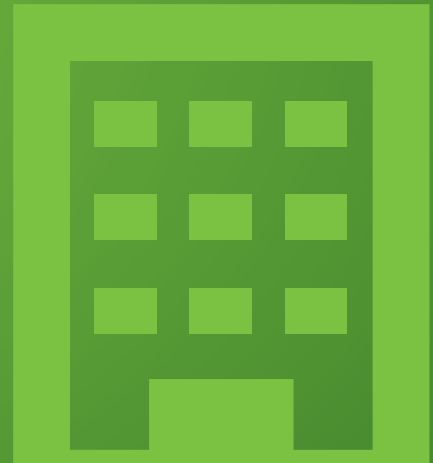


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# Commercial and Semi-Commercial Mortgages

Whether an investor or an owner-occupier, if your client is buying or remortgaging a Commercial or Semi-Commercial property, we can help. Most property types are considered, and lower rates are also offered where the property attracts a strong yield.



# Commercial



Up to **75% LTV**



**125% DSCR**



**Interest-only**  
for term



**Investor and  
Owner Occupied**

## Loans up to £1m

**Tier 1 and 2** products available on lower yielding, typically better quality properties, based on factors such as property age, location and condition

Fee  
1.50%

Property Yield*	Rate	55% LTV	65% LTV	75% LTV
<b>Tier 1</b> - Up to 7%	3 month LIBOR +	4.14%	4.64%	5.14%
<b>Tier 2</b> - 7% to 8.5%	3 month LIBOR +	4.24%	4.74%	5.24%
<b>Tier 3</b> - Above 8.5%	3 month LIBOR +	4.74%	5.24%	6.14%

3 month LIBOR is subject to a minimum rate of 0.75%

## Loans above £1m

**Tier 1** products available on lower yielding, typically better quality properties, based on factors such as property age, location and condition

Fee  
1.50%

Property Yield*	Rate	65% LTV	75% LTV
<b>Tier 1</b> - Up to 8.5%	3 month LIBOR +	4.14%	4.64%
<b>Tier 2</b> - Above 8.5%	3 month LIBOR +	4.74%	5.24%

3 month LIBOR is subject to a minimum rate of 0.75%

$$*Property Yield = \left( \frac{\text{Market rent}}{\text{Market value (vacant possession)}} \right) \times 100$$

## Fixed rates

Add to variable rate

**2 year  
fixed**

**Add  
0.10%**

**5 year  
fixed**

**Add  
0.20%**

## Expat

Add to standard rate  
See page 7 for criteria

**All  
commercial  
products**

**Add  
0.50%**


**0.25%**

## Existing borrower fee reduction

Clear six-month InterBay payment history required

This information is for mortgage professionals only and not intended for use by the general public. All rates, programmes and pricing are subject to change at any time and without prior notice. Mortgages are subject to valuation and approval.


# Semi-Commercial



Up to **75% LTV**



**125% DSCR**



**Interest-only**  
for term



**Investor and  
Owner Occupied**

## Loans up to £1m

**Tier 1 and 2** products available on lower yielding, typically better quality properties, based on factors such as property age, location and condition

Fee  
1.50%

Property Yield*	Rate	55% LTV	65% LTV	75% LTV
<b>Tier 1</b> - Up to 7%	3 month LIBOR +	3.54%	4.04%	4.54%
<b>Tier 2</b> - 7% to 8.5%	3 month LIBOR +	3.64%	4.14%	4.64%
<b>Tier 3</b> - Above 8.5%	3 month LIBOR +	4.14%	4.64%	5.14%

3 month LIBOR is subject to a minimum rate of 0.75%

## Loans above £1m

**Tier 1** products available on lower yielding, typically better quality properties, based on factors such as property age, location and condition

Fee  
1.50%

Property Yield*	Rate	65% LTV	75% LTV
<b>Tier 1</b> - Up to 8.5%	3 month LIBOR +	3.54%	4.04%
<b>Tier 2</b> - Above 8.5%	3 month LIBOR +	4.14%	4.64%

3 month LIBOR is subject to a minimum rate of 0.75%

$$*Property Yield = \left( \frac{\text{Market rent}}{\text{Market value (vacant possession)}} \right) \times 100$$

## Fixed rates

Add to variable rate

**2 year  
fixed**

Add  
**0.10%**

**5 year  
fixed**

Add  
**0.20%**

## Expat

Add to standard rate  
See page 7 for criteria

**All  
semi-commercial  
products**

Add  
**0.50%**

**0.25%**

## Existing borrower fee reduction

Clear six-month InterBay payment history required

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# Product Terms

## Location

England and Wales

## LTV

Up to 75%, based on lower of Vacant Possession Value, Investment Value or Purchase Price.

Where certain criteria are met, lending up to 75% of Investment Value can be considered, but cannot exceed 90% of Vacant Possession Value. Please refer to the Key Partner Guidelines on our website for more information.

## Term

2-30 years

## Interest-Only (I/O)

Normal rates apply if I/O period is 10 years or less. If I/O period exceeds 10 years, 0.5% rate increase applies.

## Minimum Debt Service Coverage Ratio (DSCR)

DSCR will apply based on 5%, or the initial pay rate, whichever is higher.

Investment: 125%

Owner occupier: Asset 110% (Market Rent), Borrower 125% (Net profit/EBITDA)

## Eligible Applicants

Individuals, Limited Companies, LLPs, Partnerships, Trusts and Pension Schemes.

## Excluded Property Types

All products: The following properties are excluded - Heavy industrial, petrol stations, religious property, hostels, bedsits, equestrian centres, public houses, agricultural properties, catteries, kennels, golf clubs, hospitals, mobile home parks, garden centres, telecommunication masts and all other uses within Classes A4, C2, C2A and D2 of the T & CP Use classes Order 1987, or those properties listed as Sui-Generis.

## Sector Experience

Minimum 2 years relevant sector experience

## Credit History

Good credit history required – at least 2 years with no adverse credit.

## Interest Rate

Interest rate is margin plus LIBOR (3 month).

Minimum LIBOR is currently 0.75%

If LIBOR reaches 3%, minimum LIBOR becomes 3%.

The start rate is the lifetime floor rate for a loan.

Discretionary rate increases may apply to complex cases.

## Fees

£130 Administration fee is payable when the valuation is instructed, and is non refundable.

1.5% Arrangement Fee, payable on completion, can be added to the loan and is non-refundable.

Arrangement fee reduces by 0.25% for applicants with a clear 6 month InterBay payment history.

## Early Repayment Charge (ERC)

Variable: 3% years 1-5, then 1% for the life of the loan.

Fixed: 4% year 1, 3% for remaining fixed period, then 1% for the life of the loan

10% of the balance can be repaid in any 12 month period, without notice and without incurring ERC.

## Expat criteria

- UK nationals only.
- Limited company/LLP applicants acceptable.
- Minimum loan £125,000.
- Minimum UK equivalent income of £50,000.
- Employed applicants must work for a UK, EU, US agency, or for a recognized and traceable company abroad.
- Self-employed applicants must be professional, such as an equity partner in a law firm, professional contractor or a business owner with an internationally recognised accountant.
- Self-employed applicants who only have a PO Box Address are not acceptable.
- Applicants must have at least two years of UK commercial property ownership experience.
- Applicants, including Directors and Shareholders of limited companies, must have a UK credit footprint, with a clean credit history for a minimum of three years.
- If an applicant resides in Australia or Monaco, the property must be held in a limited company.
- Applicants who live in Saudi Arabia, or who work/ reside in any country on a banned or watch list, are not acceptable.
- Additional requirements may apply depending on the country of residence, and these will be made clear in any offer document.
- Mortgage payment must be by Direct Debit, in sterling from a UK bank.

# Buy to Let and HMO Mortgages

We offer mortgages for a wide variety of residential property, whether its single or multiple occupancy, purpose built or converted. We also provide single loans to cover large property portfolios, including some or all units on a single freehold, or multiple properties in different locations.




**TO  
LET**




# Buy to Let & HMO




Up to **85% LTV**



From **125% DSCR**



**Interest-only**  
for term



**Lower fees**  
for **large loans**

Loan size	Rate	65% LTV	75% LTV	85% LTV
£100,000+	3 month LIBOR +	3.24%	3.44%	4.04%*†

**Fee 1.70%**

\*Maximum loan amount £1,000,000.

† Maximum 75% LTV for HMOs with more than 8 rooms

3 month LIBOR is subject to a minimum rate of 0.75%

**Expat**  
Add to standard rate  
See page 11 for criteria

**All BTL & HMO products**

**Add 0.25%**

**Fixed rates**  
Available up to 75% LTV  
Add to variable rate  
5 year fixed stress tested at pay rate

**2 year fixed** **Add 0.10%** **5 year fixed** **Add 0.20%**

**0.50%\*\*** **Fee reduction for loans above £1m**

**0.25%\*\*** **Existing borrower fee reduction**  
Clear six-month InterBay payment history required

\*\*Minimum fee (if combining discounts) is 1.2%

This information is for mortgage professionals only and not intended for use by the general public. All rates, programmes and pricing are subject to change at any time and without prior notice. Mortgages are subject to valuation and approval.

## Rental Cover Requirements

Debt Service Coverage Ratio (DSCR) will depend on the property type, whether or not we are lending to a limited company and, if we are not lending to a limited company, the number of investment properties owned by each individual.

DSCR will be calculated using a stressed rate of 5.5%, or the initial pay rate + 1.55%, whichever is higher.

However, the following exceptions apply:

- if the case is a remortgage with no additional borrowing, DSCR will be calculated using the initial pay rate + 1.05%, with no minimum stress rate.
- if the 5 year fixed rate is being used, DSCR will be calculated using the initial pay rate, with no additional margin or minimum stress rate.

### Standard Property

- Single dwellings.
- HMO/multi/student lets with up to 5 rooms.
- Freehold blocks/titles of land with up to 4 residential units.

#### Personal Applicants

140%

cover applies where each applicant owns fewer than 4 investment properties, including the subject property (known as a 'Non-Portfolio' landlord)

155%

cover applies where at least one applicant owns 4 or more investment properties, including the subject property (known as a 'Portfolio' landlord)

#### Limited Company

125%

cover applies

### Specialist Property

- HMO/multi/student lets with 6 or more rooms.
- Freehold blocks/titles of land with 5 or more residential units.

#### Personal Applicants

165%

cover applies where each applicant owns fewer than 4 investment properties, including the subject property (known as a 'Non-Portfolio' landlord)

180%

cover applies where at least one applicant owns 4 or more investment properties, including the subject property (known as a 'Portfolio' landlord)

#### Limited Company

145%

cover applies

# Product Terms

## Location

England and Wales

## LTV

BTL & Small HMO (8 rooms or less): Up to 85%.

Large HMO (more than 8 rooms): Up to 75%

## Term

2-30 years

## Interest-Only (I/O)

Normal rates apply if I/O period is 10 years or less. If I/O period exceeds 10 years, 0.5% rate increase applies.

## Minimum Debt Service Coverage Ratio (DSCR)

125% - 180%, see previous page

## Eligible Applicants

Individuals, Limited Companies, LLPs, Partnerships, Trusts and Pension Schemes.

## Property Types

Houses, flats, blocks of flats, multiple units on one freehold, new-build (up to 75% LTV), converted during past 2 years (up to 70% LTV) are all acceptable.

Multiple units must all be individually marketable and mortgageable for us to consider lending against the sum of individual values, otherwise lending may be based on the lower of vacant possession value (VP), investment value or purchase price.

## Sector Experience

Minimum 2 years relevant sector experience

## Credit History

Good credit history required – at least 2 years with no adverse credit.

## Interest Rate

Interest rate is margin plus LIBOR (3 month).

Minimum LIBOR is currently 0.75%

If LIBOR reaches 3%, minimum LIBOR becomes 3%.

The start rate is the lifetime floor rate for a loan.

Discretionary rate increases may apply to complex cases, large HMOs generally 8 or more rooms, (including purpose-built student accommodation) or cases involving a high concentration of individual units in a particular location.

## Fees

£130 Administration fee is payable when the valuation is instructed, and is non refundable.

1.7% Arrangement Fee, payable on completion, can be added to the loan and is non-refundable.

Arrangement fee reduces by 0.25% for applicants with a clear 6 month InterBay payment history.

Arrangement fee reduces by 0.5% for loans above £1m.

Minimum fee (if combining discounts) is 1.2%.

## Early Repayment Charge (ERC)

Variable: 3% years 1-5, then 1% for the life of the loan.

Fixed: 4% year 1, 3% for remaining fixed period, then 1% for the life of the loan.

10% of the balance can be repaid in any 12 month period, without notice and without incurring ERC.

## Expat criteria

- UK nationals only.
- Limited company/LLP applicants acceptable.
- Minimum loan £125,000.
- Minimum UK equivalent income of £50,000.
- Employed applicants must work for a UK, EU, US agency, or for a recognized and traceable company abroad.
- Self-employed applicants must be professional, such as an equity partner in a law firm, professional contractor or a business owner with an internationally recognised accountant.
- Self-employed applicants who only have a PO Box Address are not acceptable.
- Applicants must own at least one property in the UK (residential or investment).
- HMOs must have a managing agent in place (must be a member of the Association of Residential Letting Agents (ARLA), or a RICS qualified managing agent).
- Applicants, including Directors and Shareholders of limited companies, must have a UK credit footprint, with a clean credit history for a minimum of three years.
- If an applicant resides in Australia or Monaco, the property must be held in a limited company.
- Applicants who live in Saudi Arabia, or who work/ reside in any country on a banned or watch list, are not acceptable.
- Additional requirements may apply depending on the country of residence, and these will be made clear in any offer document.
- Mortgage payment must be by Direct Debit, in sterling from a UK bank.

# Unregulated Bridging Loans

If your client is buying or remortgaging a property in need of refurbishment, if they are looking to exit expensive development finance terms while they sell, or if they simply want to complete an investment property purchase quickly, our Bridging loans can help.



**Available through selected InterBay brokers**

# Unregulated Bridging Loans

**Rates** All rates shown are per month\*

Buy to Let & HMO	55% LTV	65% LTV	75% LTV
Short term release of equity			
Auction purchase	0.44%	0.54%	0.64%
Developer exit			
Light/Medium Refurb			
Heavy Refurb	0.54%	0.64%	0.74% (Maximum 70% LTV)

Commercial & Semi-Commercial	55% LTV	65% LTV	70% LTV
Short term release of equity			
Auction purchase	0.75%	0.85%	0.95%

\*Rates calculated using a margin over 3 month LIBOR (minimum 0.75%) over a 12 month period. LIBOR subject to change every 3 months. Pay rates shown above include LIBOR.

**Maximum LTV** The following limits are gross, including added fees and rolled up interest:

Type	Maximum LTV	Value over £3.5m	Re-bridge
Standard	75%	65%	65%
Light/Medium refurb	75%	65%	65%
Auction	75%	65%	N/A
Heavy Refurb	70%	65%	60%
Commerical	70%	65%	60%

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# Product Terms

**Location**

England and Wales

**Term**

Up to 18 months

Minimum 1 month interest payable

**Fees**

Arrangement fee -2% - can be added to loan but cannot exceed LTV threshold

No exit fee

Valuation and legal - See fee scales

**Loan Size**

Minimum £100,000

Maximum £5,000,000

Loans above £750,000 require Credit Committee approval

**Minimum Leasehold Term**

BTL/HMO (Standard) - 50 years at end of loan term

Commercial - 65 years at end of loan term

**Eligible Borrowers**

UK and EEA nationals residing in the UK for 36 months

UK-registered, non-trading Limited Companies or Limited Liability Partnerships, where the Directors/Members all provide full personal guarantees

**Borrower Age**

Minimum 21 years

Maximum 85 years (at end of loan)

**Exit**

If the exit strategy is a refinance, a stressed rental assessment will be applied to inform the exit strategy review.

Any exit strategy considered as speculative will not be acceptable.

**Default Loading**

If the loan is not repaid within the agreed term, a default charge of 0.25% pcm will be applied (3% p.a).

# Loan Purpose

Unregulated loans only

## **Short Term Finance**

Secured on investment property

Property is habitable or in suitable condition to be let on completion of the advance;

## **Auction Purchase**

Secured on investment property purchased at auction

LTV will be based on the lower of the purchase price or market value;

## **Developer Exit**

Secured on a residential development that has reached practical completion, with the benefit of all consents and a Warranty or Professional Consultant's Certificate (PCC)

The property/properties must be marketable and only recently offered for sale

100% of net sales proceeds must be used to reduce the loan until LTV reaches 50% or less;

## **Light / Medium Refurbishment**

Secured on residential investment property where planned refurbishment works do not require planning permission or building regulations, and there is no change to the overall use or nature of the property e.g. internal refurbishment / reconfiguration - redecoration, replacement of bathrooms, kitchens, replacement doors, windows, flooring, non-load bearing re-configuration;

## **Heavy Refurbishment**

Secured on residential investment property where planned refurbishment works require planning permission or building regulations e.g. Structural works and extensions/loft conversions Applicants without a two year proven track record of refurbishing properties are not acceptable;

## **Commercial**

Excluded property types: Heavy industrial, petrol stations, religious property, hostels, bedsits, equestrian centres, public houses, agricultural properties, catteries, kennels, golf clubs, hospitals, mobile home parks, garden centres, telecommunication masts and all other uses within Classes A4, C2, C2A and D2 of the T & CP Use classes Order 1987, or those properties listed as Sui-Generis.

# Fee Scales and other information





## Valuation fee scales Applicable to term and bridging loans

The valuation fee is payable by the applicant prior to valuation instruction. The prices listed below are a guideline and may be subject to change. Fees are non-refundable once the valuer has visited the property.

### Commercial and Semi-commercial Property

Where a property comprises multiple commercial units, a bespoke fee quote will be required.

This will also be the case for unusual or complex properties, and specialist properties valued on a trading-related basis, such as hotels.

Where a bespoke fee quote is needed, please contact the Sales team to confirm the cost.

	Commercial
Estimated valuation or purchase price	Total fee (including VAT)
£100,001 - £200,000	£725
£200,001 - £250,000	£775
£250,001 - £300,000	£875
£300,001 - £400,000	£975
£400,001 - £500,000	£1,075
£500,001 - £600,000	£1,275
£600,001 - £700,000	£1,375
£700,001 - £800,000	£1,475
£800,001 - £900,000	£1,675
£900,001 - £1,000,000	£1,975

**Property values over £1 million:** Quotes available on request.

### Buy to Let and Specialist Residential Property

**Standard Valuation fees:** Applies to Buy to Let properties that are single houses or flats.

**Specialist Valuation fees:** Applies to blocks of up to 6 flats, HMO's of up to 8 bedrooms & Habitable Light/Medium Refurbishment.

	Standard	Specialist
Estimated valuation or purchase price	Total fee (including VAT)	Total fee (including VAT)
£100,001 - £150,000	£175	£440
£150,001 - £200,000	£200	£455
£200,001 - £250,000	£225	£455
£250,001 - £300,000	£250	£525
£300,001 - £350,000	£275	£585
£350,001 - £400,000	£300	£585
£400,001 - £450,000	£325	£645
£450,001 - £500,000	£350	£645
£500,001 - £600,000	£485	£710
£600,001 - £700,000	£585	£770
£700,001 - £800,000	£650	£880
£800,001 - £900,000	£710	£955
£900,001 - £1,000,000	£825	£1,025
£1,000,001 - £1,500,000	£1,225	£1,425
£1,500,001 to £2,000,000	£1,625	£1,825

**Property values over £2 million:** Quotes available on request.

## Legal fee scales

Term Loans	Commercial/Semi-Commercial			Buy to Let/HMO	
	Interbay Legal Costs	Combined Legal Costs (Interbay & Client)		Interbay Legal Costs	Combined Legal Costs (Interbay & Client)
	Loan size	Purchase or Remortgage	Purchase	Remortgage	Purchase or Remortgage
Up to £100,000	£950	£2,500	£1,700	£650*	£1,400**
£100,001 - £300,000	£1,250	£3,000	£2,125	£750*	£1,625**
£300,001 - £500,000	£1,450	£3,500	£2,350	£850	£1,750
£500,001 - £750,000	£1,650	£4,125	£2,650	£950	£1,950
£750,001 - £1,000,000	£1,950	£4,650	£3,000	£1,050	£2,175
Over £1,000,000	£2,250 or 0.1% (whichever is greater)	POA	POA	£1,150 or 0.1% (whichever is greater)	POA

\* Minimum £850 for limited company or partnership loans. \*\* Minimum £1,750 for limited company or partnership loans.

Charges will apply for each additional title on the same loan - please contact us for details.

Bridging Loans	Commercial/Semi-Commercial and Buy to Let/HMO		
	InterBay Legal Costs	Additional Legal Work	
	Loan size	Purchase or Remortgage	Type
Up to £250,000	£750	Corporate Borrower	£150
£250,001 - £500,000	£950	Assured Shorthold Tenancy	£75
£500,001 - £1,000,000	£1,150	Lease	£175
Over £1,000,000	On application	Deed of Priority/Subordination	£200

These costs do not include any disbursements incurred in the course of the transaction. These will be in addition to the fees set out above.

These costs are predicted on using No Search Insurance for re-finance transactions. The cost of the insurance will be charged in addition.

Loans comprising multiple properties will be individually quoted.

The fee quotes provided are on the basis that the matter is straightforward with no unforeseen complications

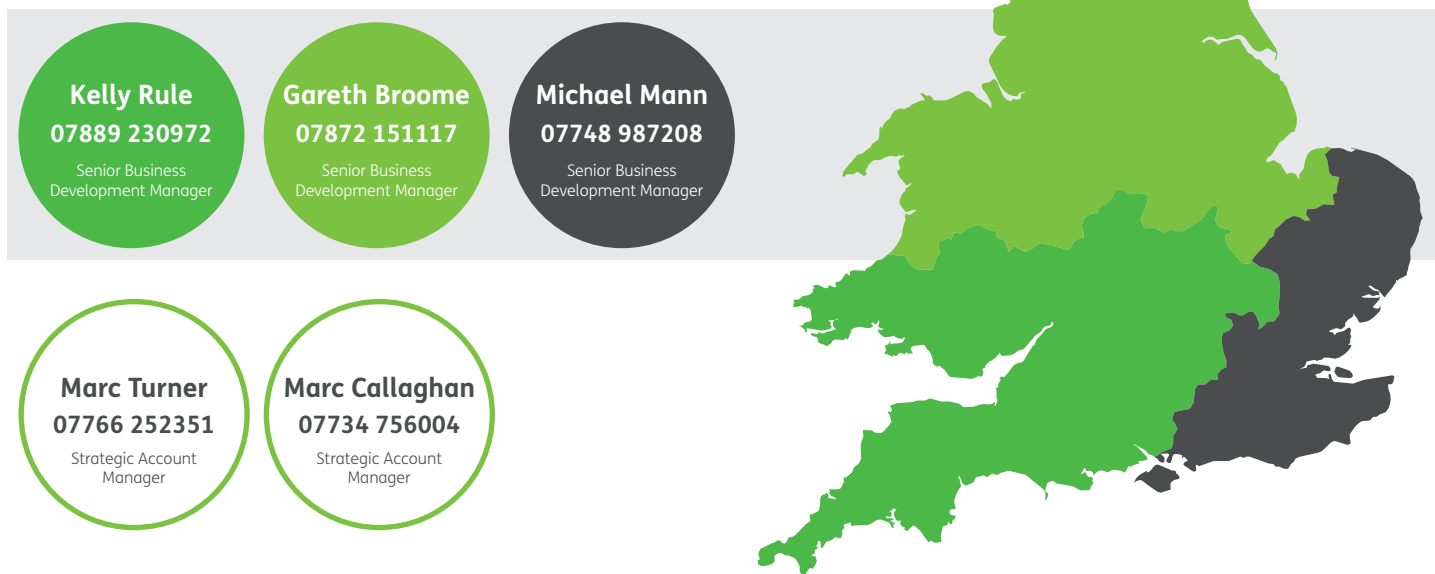
All legal fees will be deducted from the draw-down of the loan advance.

# Contact us

## New Enquiries

To find the best specialist mortgage for your client, please contact our Sales team on **0345 878 7000**.

Alternatively, contact the Senior Business Development Manager nearest your location.



**Kelly Rule**

**07889 230972**

Senior Business  
Development Manager

**Gareth Broome**

**07872 151117**

Senior Business  
Development Manager

**Michael Mann**

**07748 987208**

Senior Business  
Development Manager

**Marc Turner**

**07766 252351**

Strategic Account  
Manager

**Marc Callaghan**

**07734 756004**

Strategic Account  
Manager

## Existing borrowers

If your client already has a mortgage with us and they need assistance, please call our Servicing Team on **0345 900 3300**.

We are happy to consider further advances for existing borrowers. You can discuss the options with your Senior Business Development Manager and download the Further Advance Application Form from our website.

Once completed, this should be sent to **servicing@interbayuk.com**.

We are also happy to facilitate the transfer of an existing loan from a borrower's personal name into a new legal entity, typically a newly created limited company. In most cases, applicable ERCs can be waived, and other associated costs kept to a minimum. To discuss your requirements, please get in touch.

If you have a client nearing the end of their existing InterBay mortgage term, contact us to find out what options your client has for taking a new loan.

**For use by professional intermediaries only**

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Part of the OneSavings Bank plc group (company number 7312896)

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Commercial