



# Commercial Finance. Exclusive Product Guide

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**Introducers** 0161 452 3615

For use by professional finance and mortgage intermediaries only. This document and the information it contains should not be shared with clients. This pack and its contents supersedes all previous packs, criteria, special plans and commissions.

## Cross Collateralisation

100% of funding available with additional security.

## Adverse Credit

If a customer has adverse credit that does not meet the exclusive criteria, please refer to our standard product guide available on our website

## AVMs

Hometrack valuation accepted on residential property types, up to £500k maximum loan size, subject to criteria. See our Valuation & Legal Guide.

## Internal Legal Team

Subject to criteria, we will use our Internal Legal Team where possible to represent Together. See our Valuation & Legal Guide.

## Referrals & Case Studies

Criteria detailed on this product guide is the maximum before referral. Refer applications to us and we'll review these using our common sense approach.

Visit our case studies to see how we've supported our customers.

## Larger Loans

For loans above £1m please see our Premier for Intermediaries guide.

# Residential Bridging - Rates Table

**Bridging Finance for a wide range of needs, including:**

- Auction Purchase
- Light Refurbishment
- Development Exit
- Capital Raising
- Semi-Commercial
- Large Loans
- Residential Investment
- BTL Portfolio
- Holiday Lets

## Need to know

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

Serviced and retained bridging available. 12 month loan term, find our reversion rates for fixed rate bridging on our Criteria Guide.

Hometrack valuations accepted on residential properties only.

Affordability to be assessed using ICR or TSDI. For more information, visit our Criteria Guide.

Equitable Charges available at on-sale rates with no loading. Accepted up to 65% LTV and a £250k maximum loan size. Refer to the criteria guide for full eligibility requirements.

Residential Bridging Rates Table



Customers with 0 Demerits in the last 12 months

### Residential Property Bridging

2% Product Fee (min. £1000)			Exclusive First Charge	Exclusive Second Charge
Variable Rate	≤£100k	≤75% LTV	1.00%	1.09%
	>£100k	≤65% LTV	0.75%	0.84%
		≤75% LTV	0.80%	0.89%
Fixed Rate	≤£100k	≤75% LTV	1.06%	1.16%
	>£100k	≤65% LTV	0.86%	0.96%
		≤75% LTV	0.91%	1.01%

Max. LTV (Purchase)	75%	X
Max. LTV (Remortgage)	75%*	70%
Min. Loan Size	£26,000	
Max. Loan Size	£5,000,000	
Exit Fee (Loans ≤£100k)	1 month interest	
Expat / Non UK National	Accepted	
Maximum Demerits*	0 in 12	
CCJs & Defaults	0 in 12	
Secured Arrears	0 in 12	
Unsecured Arrears	Accepted, Not Assessed	

\*Refinance max LTV - 75% (residential securities, serviced only, loans up to £1m & excluding re-bridging)

**Bridging Finance for a wide range of needs, including:**

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- Large Loans
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## Need to know

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Serviced and retained bridging available. 12 month loan term, find our reversion rates for fixed rate bridging on our Criteria Guide.

Affordability to be assessed using ICR or TSDI. For more information, visit our Criteria Guide.

Customers are more than just a credit score, if the sums show affordability, we do our best to make it happen. Visit our Criteria Guide for more information and demerit definitions.

Customers with 0 Demerits in the last 12 months

First Charge

2% Product Fee (min.£1000)			Semi-Commercial	Commercial
Variable Rate	≤£100k	≤70% LTV	1.07%	1.12%
		≤60% LTV	0.82%	0.92%
	>£100k	≤70% LTV	0.87%	0.97%

Fixed Rate	≤£100k	≤70% LTV	1.14%	1.18%
		≤60% LTV	0.94%	0.98%
	>£100k	≤70% LTV	0.99%	1.03%

Max. LTV (Purchase)	70%
Max. LTV (Remortgage)	65%
Min. Loan Size	£26,000
Max. Loan Size	£5,000,000
Exit Fee (Loans ≤£100k)	1 month interest
Expat / Non UK National	Accepted
Maximum Demerits*	0 in 12
CCJs & Defaults	0 in 12
Secured Arrears	0 in 12
Unsecured Arrears	Accepted, Not Assessed

Customers with 0 Demerits in the last 12 months

Second Charge

		Semi-Commercial	Commercial
	≤65% LTV	1.09%	1.14%
	≤60% LTV	0.84%	0.94%
	≤65% LTV	0.89%	0.99%

	≤65% LTV	1.16%	1.20%
	≤60% LTV	0.96%	1.00%
	≤65% LTV	1.01%	1.05%

	X
	65%
	£26,000
	£1,000,000
	1 month interest
	Accepted
	0 in 12
	0 in 12
	0 in 12
	Accepted, Not Assessed

Second Charge – security must demonstrate consistent income. We lend only behind a First Charge term mortgage, not a bridge.

Commercial & Semi-Commercial Bridging Rates Table





## Who we help

- We will consider many status profiles and a wide variety of income sources.
- Individuals, Sole Traders, LLPs, Partnerships, Limited Companies.
- Employed and self employed.
- Expat / Non UK Residents accepted with no additional rate loading.
- Minimum Age – 18 years.
- Maximum Age – If self-funded, no max age. If employed and income required, 80 years at end of term.
- Maximum Number of Applicants – 4.
- Independent legal advice may be required, see our [Valuation & Legal Guide](#) for further information.

## Loan Purpose & Exit Strategies

Multiple exit strategies can be accepted, including:

- Sale of security or another property
- Re-financing with another lender
- Pension Payment/Endowment
- Confirmed inheritance payment
- Re-bridging an existing bridging loan may also be accepted

To discuss any alternative bridging exit strategies, please contact your relationship manager.

\***Refinance max LTV** - 75% (residential securities, serviced only, loans up to £1m & excluding re-bridging)

## The Property

- 100% funding available with additional security.

### The Property – Residential Bridging

- 100% Residential (including BTL) in England, Scotland and Wales.

### The Property – Commercial Bridging

- Commercial investment property.
- All commercial property types considered on merit: Commercial, Semi-Commercial & Land.

## Fees

- Telegraphic Transfer Fee: £30 (applies to all cases).
- Renewal Fees: At the end of the term, the loan may be renewed by approval with a 5% renewal fee being incurred.
- Title Insurance Fees and Lender's Legal Costs apply. See our [Valuation & Legal Guide](#) for further information.
- LTV is calculated on gross loan value, including all fees

## Credit Criteria

- A demerit is allocated for each secured arrears, CCJ and default registered in the last 12 months.
- Individual CCJs and Defaults:
  - 1 Demerit: Unsatisfied: £300 - £10,000, Satisfied: > £3,000
  - Ignore all: ≤ £300 or satisfied ≤ £3,000
  - Refer: Unsatisfied > £10,000
- Secured Arrears – Demerits are defined as the highest number of months in arrears in the last 12 months.

## Affordability – ICR / TSDI

- Properties producing a rental income, an ICR of >120% is accepted, 90% projected rent can be used.
- If the property is not producing rental income, or does not meet the ICR criteria, affordability will be based on a Total Secured Debt to Income (TSDI) ratio.
- Total secured debt payments should not exceed 50% of the customer's net income/profit. Referrals accepted up to 75%.
- For loans to companies with higher loan amounts or for more complex commercial assets, we will undertake a debt service cover ratio using EBITDA to assess affordability.

## Equitable Charges

- Max loan £250k up to 65% LTV (higher by referral)
- Declined consent evidence required
- We will not accept applications where consent is refused due to arrears/credit issues on the 1st Charge
- Customer must meet the Specialist credit profile
- We will not lend behind flexible mortgages
- Residential security only

## Reversionary Rates

- Our reversion rates track Together Commercial Managed Rate (TCMR) which is currently 8.39%. See tables below for our Unregulated Bridge reversionary rates.

## Additional Information

Scan the QR codes below for specialist packager information.



Visit our Valuation  
& Legal Guide



Packaging for us, visit Chalk,  
your Resource Hub

## Unregulated Bridging - Reversion Rates

Residential 1st		Residential 2nd		Commercial 1st	
≤£100k, ≤75%LTV	TCMR + 6.00%	≤£100k, ≤75%LTV	TCMR + 6.50%	≤£100k, ≤70%LTV	TCMR + 7.00%
>£100k, ≤65%LTV	TCMR + 3.50%	>£100k, ≤65%LTV	TCMR + 4.50%	>£100k, ≤60%LTV	TCMR + 4.50%
>£100k, ≤75%LTV	TCMR + 4.50%	>£100k, ≤70%LTV	TCMR + 5.50%	>£100k, ≤70%LTV	TCMR + 6.00%

# BTL - Rates Table

	0 Demerits in the last 12 months
	<b>Exclusive Buy To Let</b>
<b>2% Product Fee (min. £795)</b>	<b>First Charge</b>
Variable Rate	7.79%
2-year fixed	8.44%
5-year fixed	8.09%
<b>5% Product Fee</b>	<b>First Charge</b>
2-year fixed	7.44%
5-year fixed	7.69%
<b>7% Product Fee</b>	<b>First Charge</b>
2-year fixed	6.44%
5-year fixed	7.19%
Reversion Rate	TCMR + 0.25%
Max. LTV (Purchase)	75%
Max. LTV (Remortgage)	75%
Min. Loan Size	£30,000
Max. Loan Size	£4,500,000
Expat / Non UK National	Accepted
Maximum Demerits	0 in 12, 1 in 24
CCJs & Defaults	0 in 12, 1 in 24
Secured Arrears	0 in 12, 1 in 24
Unsecured Arrears	0 in 12, 1 in 24

### Key features

Term Length	6 – 30 years
2-year fixed ERC	4%, 4%
5-year fixed ERC	4%, 4%, 3%, 2%, 1%
Exclusive Variable Rate ERC	4%, 4%, 3%, 2%, 1%

To support many customers and investment scenarios, including:

- First Time Landlords
- Portfolio Landlords
- HMOs (no limit on rooms)
- Holiday Lets
- 2nd Charge BTL
- MUFBs

### Need to know

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

There's no limit on the number or value of properties in the customer's portfolio. Max overall portfolio LTV is 75%.

We accept projected income for BTL. For our ICR, Top-slicing and affordability criteria, visit our Criteria Guide.

Equitable Charges available at on-sale rates with no loading. Accepted up to 65% LTV and a £250k maximum loan size. Refer to the criteria guide for full eligibility requirements.

BTL & HOBL  
Term Loans  
Rates Table



**Who we help – Income** (This list is not exhaustive for full list [click here](#))

- Individuals, Sole Traders, LLPs, Partnerships, Limited Companies.
- Employed and self employed.

## Who we help - Applicants

- Individuals, Sole Traders, LLPs, Partnerships, Limited Companies.
- Employed and self employed.
- Expat / Non UK Residents accepted with no additional rate loading.
- Minimum Age – 18 years.
- Maximum Age – If self-funded, no max age. If employed and income required, 80 years at end of term.
- Maximum Number of Applicants – 4.
- First Time Landlords.
- Portfolio Landlords.

## Homeowner Business Loan

- First Charge - Limited Companies only, Second Charge – Limited Companies or Individuals.
- Maximum Age – 80 years at end of term.
- Independent legal advice may be required, see our [Valuation & Legal Guide](#) for further information.

## Credit Criteria

- A demerit is allocated for each secured arrears, CCJ and default registered in the last 12 months.
- Individual CCJs and Defaults:
  - 1 Demerit: Unsatisfied: £300 - £10,000, Satisfied: > £3,000
  - Ignore all: ≤ £300 or satisfied ≤ £3,000
  - Refer: Unsatisfied > £10,000
- Secured Arrears – Demerits are defined as the highest number of months in arrears in the last 12 months.

## Fees

- Telegraphic Transfer Fee: £30 (applies to all cases).
- Title Insurance Fees and Lender's Legal Costs apply. See our [Valuation & Legal Guide](#) for further information.
- LTV is calculated on gross loan value, including all fees

## Affordability – ICR

- BTL, Homeowner Business Loan & Commercial Term variable loans are subject to a 1% stress test to pay rate (including Holiday Let).

### Buy To Let – ICR

- ICR is based on full CMI (interest and capital repayment)
- 125% Basic Rate Taxpayers & Limited Companies.
- 145% Higher & Additional Rate Taxpayers.
- 90% of projected rental income can be accepted for ICR calculation, alongside a plan of how the loan will be serviced until the property will be rented.
- If ICR affordability fails, automated affordability using ONS averages or customer-stated expenditure will be used.

### Holiday Lets - ICR/TSDI

- ICR is based on full CMI (interest and capital repayment)
- Can be based on ICR or TSDI basis.
- ICR: Where 2 years' worth of rental income can be evidenced, up to 80% occupancy rate will be assumed for the BTL ICR calculation. If this can't be evidenced, 50% occupancy should be used with estimated rental income.
- If the property is not currently a holiday let, projected rental income assuming 50% occupancy can be accepted.
- TSDI: Total secured debt payments should not exceed 50% of the customer's net income/profit. Referrals accepted up to 75%. Additional income accepted.

### Homeowner Business Loan

- Automated affordability using ONS averages or customer-stated expenditure.
- We do not accept projected income for HOBL

## Top Slicing

- Experienced landlords\*: consider all ICR ≥100%, Refer ICR <100%.
- Inexperienced landlords & backgrounds income ≥£50,000: Refer if ICR ≥100%
- Inexperienced landlords & background income <£50,000: ICR pass only.

## Equitable Charges

- Max loan £250k up to 65% LTV (higher by referral)
- Declined consent evidence required
- We will not accept applications where consent is refused due to arrears/credit issues on the 1st Charge
- Customer must meet the Specialist credit profile
- We will not lend behind flexible mortgages
- Residential security only

## Reversionary Rates

- Our reversion rates track Together Commercial Managed Rate (TCMR) which is currently 8.39%. See rates tables for margin details.

**The Property -** (This list is not exhaustive for full list [click here](#))

- 100% funding available with additional security.

## The Property – BTL

- 100% Residential, HMO & Holiday Lets.
- Standard property including:
  - Standard construction houses and bungalows (including ex-council);
  - Flats & maisonettes up to 6 storeys (ex-council up to 4 storeys);
  - Purpose built apartments (excluding ex-council).
- Non-standard property, all other property types including:
  - Ex-council flats & maisonettes (over 4 storeys);
  - Non-standard construction, defective, high-rise (over 6 storeys), or poor remarks on valuation.
- LTV for non-standard properties reduced to 65%. This could be reduced further subject to a full assessment.
- Multiple Unit Freehold Blocks (MUFBs) accepted, subject to units being let out separately (on ASTs).
- Holiday Lets based in a holiday park must be placed on a Commercial Term Product.
- For acceptable tenancy agreements [click here](#).

## The Property – Homeowner Business Loan

- 100% residential properties, see standard/non-standard property criteria.

## Leasehold Criteria

- The minimum unexpired lease term is 50 years plus the term of the loan. For interest only term term loans, the minimum is 99 years plus the term of the loan.



## Additional Information

Scan the QR codes for specialist packager information.



# Commercial Term Loans - Rates Table

	Customers with 0 Demerits in the last 12 months	Customers with 0 Demerits in the last 12 months
	Exclusive Commercial Term - First Charge	Exclusive Commercial Term - Second Charge
<b>2.5% Product Fee (min. £780)</b>	<b>≤ 70% LTV</b>	<b>≤ 65% LTV</b>
Variable Rate	8.99%	9.24%
5-year fixed	8.89%	9.14%
<b>5% Product Fee</b>	<b>≤ 70% LTV</b>	<b>≤ 65% LTV</b>
5-year fixed	8.34%	8.59%
<b>7% Product Fee</b>	<b>≤ 70% LTV</b>	<b>≤ 65% LTV</b>
5-year fixed	7.84%	8.09%
Reversion Rate	TCMR + 3.25%	TCMR + 3.25%
Max. LTV (Purchase)	70%	X
Max. LTV (Remortgage)	65%	65%
Min. Loan Size	£30,000	£30,000
Max. Loan Size	£5,000,000	£1,000,000
Expat / Non UK National	Accepted	Accepted
Maximum Demerits	0 in 12	0 in 12
CCJs & Defaults	0 in 12	0 in 12
Secured Arrears	0 in 12	0 in 12
Unsecured Arrears	Accepted, Not Assessed	Accepted, Not Assessed

**For all commercial property purposes, including:**

- Retail Unit
- Factory or Warehouse
- Office Space
- Semi-Commercial
- Social Housing
- Community Housing

## Need to know

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

All property types considered on merit, 100% funding available with additional security.

For our ICR & Top-slicing criteria, visit our Criteria Guide.

Customers are more than just a credit score, if the sums show affordability, we do our best to make it happen. Visit our Criteria Guide for more information and demerit definitions.

Commercial Term Loans Rates Table



### Key features

Term Length (Interest Only)	6 – 10 years
Loan Term (Capital Repayment)	6 – 30 years
Exclusive Variable ERC	4%, 4%, 4%, 3%, 2%, 1% (thereafter)
5-year fixed ERC	4%, 4%, 3%, 2%, 1%

# Semi-Commercial Loans - Rates Table

	Customers with 0 Demerits in the last 12 months	Customers with 0 Demerits in the last 12 months
	Exclusive Semi-Commercial Term - First Charge	Exclusive Semi-Commercial Term - Second Charge
<b>2.5% Product Fee (min. £780)</b>	<b>≤ 70% LTV</b>	<b>≤ 65% LTV</b>
Variable Rate	8.49%	8.74%
5-year fixed	8.74%	8.99%
<b>5% Product Fee</b>	<b>≤ 70% LTV</b>	<b>≤ 65% LTV</b>
5-year fixed	8.04%	8.29%
<b>7% Product Fee</b>	<b>≤ 70% LTV</b>	<b>≤ 65% LTV</b>
5-year fixed	7.74%	7.99%
Reversion Rate	TCMR + 3.25%	TCMR + 3.25%
Max. LTV (Purchase)	70%	X
Max. LTV (Remortgage)	65%	65%
Min. Loan Size	£30,000	£30,000
Max. Loan Size	£5,000,000	£1,000,000
Expat / Non UK National	Accepted	Accepted
Maximum Demerits	0 in 12	0 in 12
CCJs & Defaults	0 in 12	0 in 12
Secured Arrears	0 in 12	0 in 12
Unsecured Arrears	Accepted, Not Assessed	Accepted, Not Assessed

Key features	
Term Length (Interest Only)	6 – 10 years
Loan Term (Capital Repayment)	6 – 30 years
Exclusive Variable ERC	4%, 4%, 4%, 3%, 2%, 1% (thereafter)
5-year fixed ERC	4%, 4%, 3%, 2%, 1%

A Semi-commercial property consists of both a Commercial and Residential element. The Commercial element must be less than 60% of floor space across the Semi-Commercial property and the commercial use of the property must be typically for retail use.

## Need to know

Refer to us if your case doesn't meet the criteria, see our Referral Guide for details on how to refer.

All property types considered on merit, 100% funding available with additional security.

For our ICR & Top-slicing criteria, visit our Criteria Guide.

Customers are more than just a credit score, if the sums show affordability, we do our best to make it happen. Visit our Criteria Guide for more information and demerit definitions.

For all semi-commercial property purposes including: residential space above retail units such as takeaways, shops or hairdressers.



## Who we help – Income (This list is not exhaustive for full list [click here](#))

- Individuals, Sole Traders, LLPs, Partnerships, Limited Companies.
- Employed and self employed.

## Who we help – Applicant

- Individuals, Sole Traders, LLPs, Partnerships, Limited Companies, Trusts, SIPP, PLCs, OPco/PROPco structures, overseas companies.
- We do not accept applications from charities.
- Employed and self employed.
- Expat / Non UK Residents accepted with no additional rate loading.
- Minimum Age – 18 years.
- Maximum Age – If self-funded, no max age. If employed and income required, 80 years at end of term.
- Maximum Number of Applicants – 4.
- First Time Landlords.
- Portfolio Landlords.

## Credit Criteria

- A demerit is allocated for each secured arrears, CCJ and default registered in the last 12 months.
- Individual CCJs and Defaults:
  - 1 Demerit: Unsatisfied: £300 - £10,000, Satisfied: > £3,000
  - Ignore all: ≤ £300 or satisfied ≤ £3,000
  - Refer: Unsatisfied > £10,000
- Secured Arrears – Demerits are defined as the highest number of months in arrears in the last 12 months.

## Fees

- Telegraphic Transfer Fee: £30 (applies to all cases).
- Commercial Term: 1% (maximum £2,500) exit fee is charged on redemption of the loan.
- Title Insurance Fees, Exit Fees and Lender's Legal Costs apply. See our [Valuation & Legal Guide](#) for further information.
- LTV is calculated on gross loan value, including all fees.

## The Property - (This list is not exhaustive for full list [click here](#))

- 100% funding available with additional security.

## The Property – Commercial Term

- Commercial investment property and owner-occupied.
- All commercial property types considered on merit: Commercial, Semi-Commercial & Land.
- Pubs, B&Bs, Dry Cleaners and Land – up to 50% LTV.

## The Property – Semi-Commercial

- A property consisting of both a Commercial and Residential element. The Commercial element must be less than 60% of floor space across the Semi-Commercial property and the commercial use of the property must be typically for retail use.

## Leasehold Criteria

- The minimum unexpired lease term is 50 years plus the term of the loan. For interest only term term loans, the minimum is 99 years plus the term of the loan.

## Reversionary Rates

- Our reversion rates track Together Commercial Managed Rate (TCMR) which is currently 8.39%. See rates tables for margin details.

## Affordability – ICR

- Commercial Term and Semi-Commercial variable loans are subject to a 1% stress test to pay rate.

## Commercial Term & Semi Commercial

- Total secured debt payments should not exceed 50% of the customer's net income/profit. Referrals accepted up to 75%. Additional income accepted.
- Rental income – 120% ICR, 90% projected rental income accepted for ICR calculation.
- We can use projected income certified by an appropriately qualified accountant and no minimum trading history required.
- For loans to companies with higher loan amounts or for more complex commercial assets, we will undertake a debt service cover ratio using EBITDA to assess affordability.

## Additional Information

Scan the QR codes for specialist packager information.



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Packaging for us, visit Chalk, your Resource Hub

