

## 14 DECEMBER 2018: NEW BUSINESS BUY TO LET GUIDE

Product Highlights	Additional Information
<ul style="list-style-type: none"><li>• 2 year fixed rates from 1.74%</li><li>• 3 year fixed rates from 2.04%</li><li>• 5 year fixed rates from 2.24%</li><li>• 2 year tracker rates from 1.74%</li></ul> <p>Buy to Let, Premier Buy to Let and Let to Buy products available.</p>	<p>Supporting Documents Required:</p> <ul style="list-style-type: none"><li>• Bank statements should show salary credits and utility bills and be for a full calendar month, you may need to send separate statements if using a ‘bills’ account. We also accept electronic bank statements.</li><li>• 1 months computerised payslip</li><li>• Proof of identity</li></ul> <p>Incentives:</p> <ul style="list-style-type: none"><li>• Cashback available on selected products</li><li>• Free standard legals for remortgage cases<sup>^</sup></li></ul> <p><sup>^</sup>When using our recommended Solicitors. Remortgage applications for loans £500k or over and/or on unencumbered properties are not eligible for this feature</p>
Latest Changes	 The intermediary lender of The <b>co-operative</b> bank
<ul style="list-style-type: none"><li>• New Product Codes issued for the entire range</li></ul> <p>(Rates and end dates remain unchanged)</p>	

To find out more call us on 0345 070 1999\*\* or visit [platform.co.uk](http://platform.co.uk)

**This product guide is for use by mortgage intermediaries authorised by the FCA.**

It is not to be disclosed or given to the public or intended as a consumer advertisement as it does not contain APRCs or APRC Representative Examples. This detail is available in your mortgage sourcing system.

## PLATFORM INTERMEDIARY PRODUCTS: NEW BUSINESS BUY TO LET

## BUY TO LET FIXED RATE PRODUCTS

Product	Code	End Date	Arrangement fee	Maximum LTV				Cashback	Incentives	House Purchase / Remortgage
				60%	65%	70%	75%			
2 year fixed	B982	28/02/2021	£1,999	1.74%	1.84%	1.94%	1.94%	£500	Free Standard Legals <sup>^</sup> and valuation <sup>†</sup> for remortgage	House Purchase & Remortgage
	B983	28/02/2021	£999	1.84%	1.94%	2.04%	2.04%	£250		
	B984	28/02/2021	£0	2.09%	2.14%	2.19%	2.19%	£0		
3 year fixed	B985	28/02/2022	£1,999	2.04%	2.34%	2.44%	2.49%	£500	Free Standard Legals <sup>^</sup> and valuation <sup>†</sup> for remortgage	House Purchase & Remortgage
	B986	28/02/2022	£999	2.14%	2.44%	2.54%	2.59%	£250		
	B987	28/02/2022	£0	2.24%	2.54%	2.64%	2.69%	£0		
5 year fixed	B988	29/02/2024	£1,999	2.24%	2.39%	2.49%	2.54%	£500	Free Standard Legals <sup>^</sup> and valuation <sup>†</sup> for remortgage	House Purchase & Remortgage
	B989	29/02/2024	£999	2.34%	2.49%	2.59%	2.64%	£250		
	B990	29/02/2024	£0	2.39%	2.54%	2.64%	2.69%	£0		

## BUY TO LET TRACKER PRODUCTS

Product	Code	End Date	Arrangement fee	Maximum LTV				Cashback	Incentives	House Purchase / Remortgage
				60%	65%	70%	75%			
2 year tracker	B991	2 years from completion	£1,999	1.74% BBR*+0.99%	2.09% BBR*+1.34%	2.14% BBR*+1.39%	2.19% BBR*+1.44%	£500	Free Standard Legals <sup>^</sup> and valuation <sup>†</sup> for remortgage	House Purchase & Remortgage
	B992	2 years from completion	£999	1.94% BBR*+1.19%	2.29% BBR*+1.54%	2.34% BBR*+1.59%	2.39% BBR*+1.64%	£250		

## LET TO BUY PRODUCTS

\*If BBR falls below 0.50% the initial/reversionary rate will be charged at 0.50% + product initial/reversionary rate loading

Product	Code	End Date	Arrangement fee	Maximum LTV				Cashback	Incentives	House Purchase / Remortgage
				60%	65%	70%	75%			
2 year fixed	L96	28/02/2021	£999	2.04%	2.39%	2.44%	-	£0	Free Standard Legals <sup>^</sup> and valuation <sup>†</sup>	Remortgage

IMPORTANT: In order for an offer to be issued on the Let to Buy mortgage, we will need to receive evidence of the offer for the new residential mortgage.

\*When using our recommended Solicitors. Remortgage applications for loans £500k or over and/or on unencumbered properties are not eligible for this feature

†One free valuation accepted per application, per customer, when using our recommended surveyors. An Automated Valuation Model (AVM) may be used for suitable applications and the result is final.

\*If BBR falls below 0.50% the initial/reversionary rate will be charged at 0.50% + product initial/reversionary rate loading

Criteria						
Maximum loan	Remortgage maximum LTVs	Rental Calculation	Reversionary rate	Minimum income	Administration fee (Non-refundable)	Tracker Floor
£350,000	Home improvements - 75% £ for £ - 75% Capital raising - 70% Debt consolidation - 70%	145% at a payrate of 5.5% for Higher Rate tax payers OR 128% at a payrate of 5.5% for Lower Rate tax payers or £ for £ Remortgages where current lending agreed pre Jan 2017	up to 70% LTV 5.25% (BBR*+4.50%) up to 75% LTV 5.75% (BBR*+5.00%)	£25,000 for household	£0	If BBR falls below 0.50% the initial/reversionary rate will be charged at 0.50% + product initial/reversionary rate loading

Products available to members of selected business partners only - [platform.co.uk/BTLpartners](http://platform.co.uk/BTLpartners)To find out more call us on 0345 070 1999\*\* or visit [platform.co.uk/buytolet](http://platform.co.uk/buytolet)**This product guide is for use by mortgage intermediaries authorised by the FCA.**

It is not to be disclosed or given to the public or intended as a consumer advertisement as it does not contain APRCs or APRC Representative Examples. This detail is available in your mortgage sourcing system.

PLATFORM INTERMEDIARY PRODUCTS : NEW BUSINESS PREMIER BUY TO LET

14 DECEMBER 2018

PREMIER BUY TO LET PRODUCTS

Product	Code	End Date	Arrangement fee	Maximum LTV		Incentives	House Purchase / Remortgage
				60%	65%		
2 year fixed	P166	28/02/2021	£2,450	1.54%	1.94%	Free Standard Legals <sup>^</sup> and valuation <sup>†</sup> for remortgage	House Purchase & Remortgage
2 year tracker	P167	2 years from completion	£2,450	1.79% BBR*+1.04%	2.19% BBR*+1.44%		

PREMIER LET TO BUY PRODUCTS

Product	Code	End Date	Arrangement fee	Maximum LTV		Incentives	House Purchase / Remortgage
				60%	65%		
2 year fixed	R166	28/02/2021	£2,450	1.79%	2.19%	Free Standard Legals <sup>^</sup> and valuation <sup>†</sup> for remortgage	Remortgage
2 year tracker	R167	2 years from completion	£2,450	2.04% BBR*+1.29%	2.44% BBR*+1.69%		

IMPORTANT: In order for an offer to be issued on the Let to Buy mortgage, we will need to receive evidence of the offer for the new residential mortgage.

<sup>^</sup>When using our recommended Solicitors. Remortgage applications for loans £500k or over and/or on unencumbered properties are not eligible for this feature  
<sup>†</sup>One free valuation accepted per application, per customer, when using our recommended surveyors. An Automated Valuation Model (AVM) may be used for suitable applications and the result is final.  
<sup>\*</sup>If BBR falls below 0.50% the initial/reversionary rate will be charged at 0.50% + product initial/reversionary rate loading

Criteria						
Administration fee (Payable upfront & Non-refundable)	Maximum loan	Minimum loan	Minimum income	Rental calculation	Reversionary rate	Tracker Floor
£0	£500,000	£350,001	£60,000 for household	145% at a payrate of 5.5% for Higher Rate tax payers OR 128% at a payrate of 5.5% for Lower Rate tax payers or £ for £ Remortgages where current lending agreed pre Jan 2017	5.25% (BBR*+4.50%)	If BBR falls below 0.50% the initial/reversionary rate will be charged at 0.50% + product initial/reversionary rate loading

Products available to members of selected business partners only - [platform.co.uk/BTLpartners](http://platform.co.uk/BTLpartners)  
 To find out more call us on 0345 070 1999\*\* or visit [platform.co.uk/premier](http://platform.co.uk/premier)

For detailed lending criteria please see criteria page

# BUY TO LET CRITERIA

**For intermediary use only**

	Buy to Let	Premier Buy to Let	
<b>Applicant</b>	Maximum applicants	2	
	Minimum age	21	
	Maximum age	75 at the end of the term	
	Residency	UK or EU nationals accepted	
		Non-UK / EU nationals must have been residents in the UK for the last 24 months and have permanent right to reside in the UK	
	First time landlord	Accepted - must be owner occupier	
	Credit search	Experian - Platform requires applicants to be either on Voters Roll or have active CAIS	
	Portfolio landlord	The Bank will not lend to individuals who own/or will own more than 3 BTL properties including the application security, as applicants will be classed as portfolio landlord.	
Owner occupier	One applicant must be an owner occupier, where second applicant is not they must be married/cohabiting at the same address		
<b>Loan</b>	Loan purpose	Purchase and remortgage in England, Wales and Scotland	
	Term	Minimum 5 years, maximum 40 years	
	Maximum LTV	**The application fee may be added to the mortgage except where the total amount of borrowing, including the application fee, exceeds the relevant LTV band (taking the lower of the purchase price or property valuation). **	
		75% for purchase and remortgage £ for £ and home improvements	65% for purchase and remortgage £ for £ (where mortgage cannot be found on the credit search a recent mortgage statement will be required)
		70% for remortgage capital raising & debt consolidation	
		The maximum LTV is based on individual property basis and not the total of the portfolio	
	Minimum loan	£25,001	£350,001
	Maximum loan	£350,000 (£300,000 on new build houses)	£500,000
	Maximum portfolio size	3 BTL properties including the application security	
	Maximum portfolio exposure	3 Buy to Let properties totalling £1,500,000 (£2,500,000 total including residential where loan is with the Co-operative Bank)	
	Minimum property value	£75,000	
	Repayment method	Repayment or interest only (subject to acceptable repayment vehicle)	
	Deposit	Provided by applicants own funds - proof required by way of bank statements	
		Gift from immediate family members accepted as long as transaction is not a private purchase	
	Rental calculation	145% at a payrate of 5.5% for Higher Rate tax payers OR 128% at a payrate of 5.5% for Lower Rate tax payers or £ for £ Remortgages where current lending agreed pre Jan 2017	
Let to Buy	In order for an offer to be issued on the Let to Buy mortgage we will need to receive evidence of the offer for the new residential mortgage.		
Overpayments	Up to 10% of the outstanding mortgage balance without penalty (see Additional Info)		
Remortgages within 6 months of ownership	We do not allow capital raising for any purpose within 6 months of original purchase date		
<b>Income</b>	Minimum income	£25,000 for household	£60,000 for household
	Acceptable income	Employed income	
		Self-employed income - 2 years trading required.	
		Income should show stable/ increasing income trend and will be considered stable if the year on year increase is less than 15%. Where profits have reduced the case will be declined	
		State and occupational pension	
		Maintenance	
		Rental income profit	
50% of tax credits			
<b>Not Accepted</b>	Not accepted	New build flats	New build flats or houses
		Ex local authority flats	
		HMO	
		Limited companies	
		Professional property developers	
		Individual (and associates) who own more than 3 BTL properties, including the application security.	
		N/A	Remortgage for capital raising or debt consolidation
<b>Application Requirements</b>	Income	Proof required: Employed - 1 payslip Self-employed income - Last 2 years tax assessments (SA302 (hard copy or self-service version) AND Tax Year Overview) OR • Certificate from a suitably qualified accountant with 2 years figures Income should show stable/ increasing income trend and will be considered stable if the year on year increase is less than 15%. Where profits have reduced the case will be declined Retired - Pension or Investment proof	
	Deposit	Proof of deposit by way of bank statements	

# ADDITIONAL INFORMATION

Platform mortgages are portable

Buy to Let products are only available to members of the following business partners:

First Complete	Pink
Intrinsic	PMS
Paradigm	SimplyBiz Mortgages
Personal Touch Financial Services	TMA Mortgage Club
Sesame	Openwork
TenetLime	
Mortgage Intelligence	
Ingard	
Connells	
Countrywide	
The Buy to Let Business	
Legal & General	
Next Intelligence	
Paradigm Mortgage Services	

## Early repayment charges (ERC)

During the early repayment charge period, overpayments can be made up to 10% of the outstanding mortgage balance on last anniversary or account open date without incurring an early repayment charge. Overpayment payments that exceed 10% of the outstanding mortgage balance on anniversary or account open date within any contractual year will incur an early repayment charge.

Cashback is repayable if the loan is redeemed during the initial product period.

## Buy to Let/Premier

2 year fixed	3% of the amount redeemed until 29 Feb 2020
	2% of the amount redeemed until 28 Feb 2021
3 year fixed	3% of the amount redeemed until 29 Feb 2020
	2% of the amount redeemed until 28 Feb 2021
	1% of the amount redeemed until 28 Feb 2022
5 year fixed	5% of the amount redeemed until 29 Feb 2020
	4% of the amount redeemed until 28 Feb 2021
	3% of the amount redeemed until 28 Feb 2022
	2% of the amount redeemed until 28 Feb 2023
	1% of the amount redeemed until 29 Feb 2024
2 year tracker	2% in year 1 , 1% in year 2

BBR (Applies to all BTL products and is floored at a rate of 0.5% for all trackers)	0.75%
---	-------

## Fees

These fees include VAT and are non-refundable.

An Automated Valuation Model (AVM) may be used for suitable applications and the result is final

Property valuation	Valuation fee	Additional Homebuyers fee	Additional Building Survey Fee
Up to £100,000	£118	£140	£376
£100,001 to £150,000	£135	£175	£402
£150,001 to £200,000	£149	£213	£432
£200,001 to £250,000	£179	£220	£438
£250,001 to £300,000	£204	£231	£450
£300,001 to £400,000	£264	£270	£466
£400,001 to £500,000	£310	£314	£505
£500,001 to £600,000	£354	£370	£575
£600,001 to £700,000	£413	£401	£595
£700,001 to £800,000	£464	£440	£625
£800,001 to £900,000	£515	£484	£634
£900,001 to £1,000,000	£549	£535	£690
£1,000,001 to £1,250,000	£695	£550	£844
£1,250,001 to £1,500,000	£834	£536	£1,005
£1,500,001 to £1,750,000	£935	£709	£1,204
£1,750,001 to £2,000,000	£1,030	£799	£1,409
£2,000,001 to £2,250,000	£1,210	£810	£1,529
£2,250,001 to £2,500,000	£1,390	£829	£1,649
£2,500,001 to £2,750,000	£1,570	£850	£1,769
£2,750,001 to £3,000,000	£1,751	£869	£1,888

£60,000 for household	£0
Higher lending charge	None

## Free Standard Legals

Where this applies to a product applicants may choose Free Standard Legals for remortgages but only with Platform's preferred lawyers. A firm of lawyers will be nominated by Platform on offer. Applicants will have to pay the lawyer for any non standard legal fees including telegraphic transfer fee, title management fee, deeds of postponement, transfers of ownership, repayment of more than two existing charges, leaseholders charges for registering a mortgage. Remortgage applications for loans £500k or over and/or on unencumbered properties are not eligible for this feature.

## Mortgages that make a difference - our partnership with youth homelessness charity Centrepoint continues

Platform is the intermediary lender of The Co-operative Bank, the only UK high street bank with a customer led ethical policy. In May 2017 we partnered with Centrepoint to support their vital work through colleague fundraising and by making a donation on behalf of each new mortgage customer. In May 2018 the mortgage charity donation was extended to include product switch/product transfer customers. Platform new mortgage customer applications and existing customer product switch applications received from 2nd May 2018 up to and including 31 December 2019 are eligible for a £5 Centrepoint charity donation, on completion of the mortgage or product switch. Transactions relating to existing mortgages including a further advance, porting of an existing mortgage or change of borrower, are not eligible for the donation at this time. The Bank makes a payment to Centrepoint quarterly, for eligible completions during the previous quarter. The Bank reserves the right to change or withdraw the donation arrangement at any time. Centrepoint is a registered charity in England and Wales, No. 292411.

## To find out more call us on 0345 070 1999\*\* or visit platform.co.uk

\*\*Telephone calls may be monitored. Lines are open between 9am and 5pm Monday to Wednesday and Friday. Lines are open on Thursday between 10am and 5pm.

**This product guide is for use by mortgage intermediaries authorised by the FCA.**

It is not to be disclosed or given to the public or intended as a consumer advertisement as it does not contain APRCs or APRC Representative Examples. This detail is available in your mortgage sourcing system.

Platform, PO Box 3462, Cheadle Road, Leek, Staffordshire, ST13 9BG DX16351 (Leek)

The Co-operative Bank p.l.c. is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority (No. 121885). The Co-operative Bank, Platform, smile and Britannia are trading names of The Co-operative Bank p.l.c., P.O. Box 101, 1 Balloon Street, Manchester M60 4EP. Registered in England and Wales No. 990937. Credit facilities are provided by The Co-operative Bank p.l.c. and are subject to status and our lending policy. The Bank reserves the right to decline any application for an account or credit facility. The Co-operative Bank p.l.c. subscribes to the Standards of Lending Practice which are monitored by the Lending Standards Board.

Calls to 03 numbers cost the same as calls to numbers starting with 01 and 02. Calls may be monitored or recorded for security and training purposes. Lines are open between 9am and 5pm Monday to Wednesday and Friday, and between 10am and 5pm on Thursday.