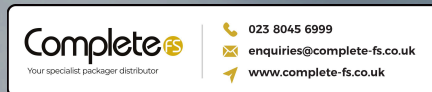


# Intermediary Retention Product Guide





# What to check before switching

You can switch your mortgage with us if:

- Your mortgage isn't in arrears
- You have more than 12 months left on your mortgage term at the time your switch is due

# Proc Fee

Every time you switch one of your clients to a new Dudley deal we'll pay a procuration fee of 0.25%.

# Table of contents

**Residential ..... Page 3**  
**Buy to Let ..... Page 5**  
**Holiday Let ..... Page 7**  
**Ex Pat ..... Page 8**  
**Interest Only ..... Page 10**  
**Shared Ownership ..... Page 12**  
**Right to Buy ..... Page 13**  
**Representative Example .... Page 14**



## Residential Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Fixed</b>								
<b>FXD24</b>	28103	5.49% Two Year Fixed	5.49%	8.5%	60%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>FXD24</b>	28104	5.59% Two Year Fixed	5.59%	8.5%	75%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Yrs	No
<b>FXD24</b>	28105	5.69% Two Year Fixed	5.69%	8.6%	80%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Yrs	No
<b>FXD24</b>	28106	5.89% Two Year Fixed	5.89%	8.6%	95%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Yrs	No

## Residential Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Variable</b>								
<b>DSC23</b>	31070	1.00% One Year Discount	7.74%	9.1%	90%	No ERC's or overpayments	Term 1-40 Years	No
<b>DSC24</b>	31107	3.25% Two Year Discount	5.49%	8.5%	60%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC24</b>	31108	3.15% Two Year Discount	5.59%	8.5%	75%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC24</b>	31109	3.05% Two Year Discount	5.69%	8.6%	80%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC24</b>	31110	2.85% Two Year Discount	5.89%	8.6%	95%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No



## Buy to Let Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Fixed</b>								
<b>FXD24</b>	28107	5.95% Two Year Fixed BTL	5.95%	8.8%	60%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>FXD24</b>	28108	6.05% Two Year Fixed BTL	6.05%	8.9%	80%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No



## Buy to Let Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Variable</b>								
<b>DSC22</b>	31060	1.00% One Year Discount	8.24%	9.6%	80%	No ERC's or overpayments	Term 1-40 Years	No
<b>DSC24</b>	31111	3.35% Two Year Discount BTL	5.89%	8.7%	60%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC24</b>	31112	3.25% Two Year Discount BTL	5.99%	8.7%	80%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Yrs	No



# Holiday Let Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Fixed</b>								
<b>FXD24</b>	28109	5.95% Two Year Fixed Holiday Let	5.95%	8.8%	60%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>FXD24</b>	28110	6.05% Two Year Fixed Holiday Let	6.05%	8.9%	80%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>Variable</b>								
<b>DSC24</b>	31113	3.35% Two Year Discount Holiday Let	5.89%	8.7%	60%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC24</b>	31114	3.25% Two Year Discount Holiday Let	5.99%	8.7%	80%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No



## Ex Pat Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Fixed</b>								
<b>FXD24</b>	28115	6.15% Two Year Fixed Expat Residential	6.15%	8.6%	70%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>FXD24</b>	28116	6.25% Two Year Fixed Expat Residential	6.25%	8.7%	90%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>FXD24</b>	28117	6.15% Two Year Fixed Expat BTL	6.15%	8.9%	70%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>FXD24</b>	28118	6.25% Two Year Fixed Expat BTL	6.25%	8.9%	80%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>FXD24</b>	28119	6.25% Two Year Fixed Expat Holiday Let	6.25%	8.9%	70%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2 - 40 Years	No





## Ex Pat Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Variable</b>								
<b>DSC23</b>	31102	2.45% Two Year Discount Expat Residential	6.29%	8.6%	70%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC23</b>	31103	2.35% Two Year Discount Expat Residential	6.39%	8.6%	90%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC23</b>	31104	2.85% Two Year Discount Expat BTL	6.39%	8.9%	70%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC23</b>	31105	2.75% Two Year Discount Expat BTL	6.49%	8.9%	80%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC23</b>	31106	2.85% Two Year Discount Expat Holiday Let	6.39%	8.9%	70%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No



## Interest Only Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Fixed</b>								
<b>FXD24</b>	28111	5.49% Two Year Fixed Interest Only	5.49%	8.6%	60%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>FXD24</b>	28112	5.59% Two Year Fixed Interest Only	5.59%	8.6%	75%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No



## Interest Only Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Variable</b>								
<b>DSC23</b>	31070	1.00% One Year Discount	7.74%	9.1%	90%	No ERC's or overpayments	Term 1-40 Years	No
<b>DSC24</b>	31115	3.25% Two Year Discount Interest Only	5.49%	8.6%	60%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No
<b>DSC24</b>	31116	3.15% Two Year Discount Interest Only	5.59%	8.6%	75%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Yrs	No

## Shared Ownership Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Fixed</b>								
<b>FXD23</b>	28096	6.29% Two Year Fixed Shared Ownership	6.29%	8.7%	95% of share	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of the first 2 years without penalty	Term 2-40 Years	No
<b>Variable</b>								
<b>DSC23</b>	31100	2.55% Two Year Discount Shared Ownership	6.19%	8.6%	95% of share	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No



## Right to Buy Products

Group code	Interest rate code	Product	Current rate	APRC	Max LTV	Early repayment charge (ERC) Overpayment charge (OC)	Fees/ Incentive/ Notes	Available for additional borrowing
<b>Fixed</b>								
<b>FXD23</b>	28097	6.29% Two Year Fixed Right to Buy	6.29%	8.7%	85%	ERC: 2% of the current balance for the first 2 years OC: Can repay 10% of the switch amount in each of the first 2 years without penalty	Term 2-40 Years	No
<b>Variable</b>								
<b>DSC23</b>	31101	2.55% Two Year Discount Right to Buy	6.19%	8.6%	85%	ERC: 1% of the current balance for the first 2 years OC: Can repay 10% of the switch balance in each of first 2 years without penalty	Term 2-40 Years	No



## Representative Example

A mortgage of **£257,173.00** payable over **23** years on our discounted rate at **1.50%** below the Society's Residential Standard Variable Rate of **8.74%** (variable) for the mortgage term of **23** years would require **276** monthly payments of **£1,915.81** plus one initial interest payment of **£1,581.37**.

The total amount payable would be **£531,009.93** made up of the loan amount plus interest (**£273,171.93**) and Valuation fee (**£390**), CHAPS fee (**£25**), Application Fee (**£125**) and Discharge fee (**£125**).

The overall cost for comparison is **7.6%** APRC representative.