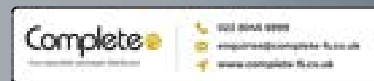


Intermediary Retention Product Guide





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 |
|--------------|--------------------|----------------------|--------------|------|---------|--|------------------------------|--|
| Fixed | | | | | | | | |
| FXD25 | 28120 | 5.09% Two Year Fixed | 5.09% | 8.2% | 65% | 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 |
| FXD25 | 28121 | 5.24% Two Year Fixed | 5.24% | 8.3% | 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 |
| FXD25 | 28122 | 5.44% Two Year Fixed | 5.44% | 8.3% | 85% | 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 |
| FXD25 | 28106 | 5.89% Two Year Fixed | 5.89% | 8.3% | 85%+ | 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 Fixed Continued

| 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 |
|--------------|--------------------|-----------------------|--------------|------|---------|--|------------------------------|--|
| Fixed | | | | | | | | |
| FXD25 | 28123 | 4.99% Five Year Fixed | 4.99% | 7.4% | 60% | ERC: 3% of the current balance for the first 5 years OC: Can repay 10% of the switch balance in each of first 5 years without penalty | Term 5-40 Years | No |
| FXD25 | 28124 | 5.14% Five Year Fixed | 5.14% | 7.5% | 75% | ERC: 3% of the current balance for the first 5 years OC: Can repay 10% of the switch balance in each of first 5 years without penalty | Term 5-40 Years | 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 |
|-----------------|--------------------|-------------------------|--------------|------|---------|--|------------------------------|--|
| Variable | | | | | | | | |
| DSC24 | 31117 | 1.00% One Year Discount | 7.49% | 8.8% | 95% | No ERC's or overpayments | Term 1-40 Years | No |
| DSC24 | 31107 | 3.25% Two Year Discount | 5.24% | 8.3% | 65% | 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 |
| DSC24 | 31108 | 3.15% Two Year Discount | 5.34% | 8.3% | 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 |
| DSC24 | 31109 | 3.05% Two Year Discount | 5.44% | 8.3% | 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 |
| DSC24 | 31110 | 2.85% Two Year Discount | 5.64% | 8.4% | 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 |

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 |
|--------------|--------------------|-----------------------------|--------------|------|---------|---|------------------------------|--|
| Fixed | | | | | | | | |
| FXD24 | 28107 | 5.95% Two Year Fixed BTL | 5.95% | 8.7% | 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 |
| FXD24 | 28108 | 6.05% Two Year Fixed BTL | 6.05% | 8.7% | 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 |
|-----------------|--------------------|-----------------------------|--------------|------|---------|--|------------------------------|--|
| Variable | | | | | | | | |
| DSC22 | 31060 | 1.00% One Year Discount | 7.99% | 9.4% | 80% | No ERC's or overpayments | Term 1-40 Years | No |
| DSC24 | 31111 | 3.35% Two Year Discount BTL | 5.64% | 8.4% | 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 |
| DSC24 | 31112 | 3.25% Two Year Discount BTL | 5.74% | 8.5% | 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 |
|-----------------|--------------------|-------------------------------------|--------------|------|---------|--|------------------------------|--|
| Fixed | | | | | | | | |
| FXD24 | 28109 | 5.95% Two Year Fixed Holiday Let | 5.95% | 8.7% | 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 |
| FXD24 | 28110 | 6.05% Two Year Fixed Holiday Let | 6.05% | 8.7% | 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 |
| Variable | | | | | | | | |
| DSC24 | 31113 | 3.35% Two Year Discount Holiday Let | 5.64% | 8.4% | 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 |
| DSC24 | 31114 | 3.25% Two Year Discount Holiday Let | 5.74% | 8.5% | 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 |
|--------------|--------------------|---|--------------|------|---------|---|------------------------------|--|
| Fixed | | | | | | | | |
| FXD24 | 28115 | 6.15% Two Year Fixed Expat Residential | 6.15% | 8.4% | 70% | ERC: 2% of the current balance for the first two years OC: Can repay 10% of the switch balance in each of first 2 years without penalty | Term 2-40 Years | No |
| FXD24 | 28116 | 6.25% Two Year Fixed Expat Residential | 6.25% | 8.4% | 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 |
| FXD24 | 28117 | 6.15% Two Year Fixed Expat BTL | 6.15% | 8.7% | 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 |
| FXD24 | 28118 | 6.25% Two Year Fixed Expat BTL | 6.25% | 8.8% | 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 |
| FXD24 | 28119 | 6.25% Two Year Fixed Expat Holiday Let | 6.25% | 8.8% | 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 |

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 |
|-----------------|--------------------|---|--------------|------|---------|---|------------------------------|--|
| Variable | | | | | | | | |
| DSC23 | 31102 | 2.45% Two Year Discount Expat Residential | 6.04% | 8.4% | 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 |
| DSC23 | 31103 | 2.35% Two Year Discount Expat Residential | 6.14% | 8.5% | 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 |
| DSC23 | 31104 | 2.85% Two Year Discount Expat BTL | 6.14% | 8.5% | 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 |
| DSC23 | 31105 | 2.75% Two Year Discount Expat BTL | 6.24% | 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 |
| DSC23 | 31106 | 2.85% Two Year Discount Expat Holiday Let | 6.14% | 8.5% | 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 |
|--------------|--------------------|--|--------------|------|---------|---|------------------------------|---------------------------------------|
| Fixed | | | | | | | | |
| FXD24 | 28111 | 5.49% Two Year Fixed Interest Only | 5.49% | 8.2% | 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 |
| FXD24 | 28112 | 5.59% Two Year Fixed Interest Only | 5.59% | 8.3% | 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 |
|-----------------|--------------------|---------------------------------------|--------------|------|---------|--|------------------------------|---------------------------------------|
| Variable | | | | | | | | |
| DSC24 | 31117 | 1.00% One Year Discount | 7.49% | 8.8% | 90% | No ERC's or overpayments | Term 1-40 Years | No |
| DSC24 | 31115 | 3.25% Two Year Discount Interest Only | 5.24% | 8.3% | 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 |
| DSC24 | 31116 | 3.15% Two Year Discount Interest Only | 5.34% | 8.3% | 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 |
|-----------------|--------------------|---|--------------|------|-----------------|---|------------------------------|---------------------------------------|
| Fixed | | | | | | | | |
| FXD23 | 28096 | 6.29% Two Year Fixed Shared Ownership | 6.29% | 8.4% | 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 |
| Variable | | | | | | | | |
| DSC23 | 31100 | 2.55% Two Year Discount Shared Ownership | 5.94% | 8.4% | 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 |
|-----------------|--------------------|--|--------------|------|---------|--|------------------------------|---------------------------------------|
| Fixed | | | | | | | | |
| FXD23 | 28097 | 6.29% Two Year Fixed Right to Buy | 6.29% | 8.4% | 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 |
| Variable | | | | | | | | |
| DSC23 | 31101 | 2.55% Two Year Discount Right to Buy | 5.94% | 8.4% | 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 **£254,355.00** payable over **26 years** on our discounted rate at **1.50%** below the Society's Residential Standard Variable Rate of 8.49% (variable) for the mortgage term of **26 years** would require **312** monthly payments of **£1,770.80** plus one initial interest payment of **£1,505.91**.

The total amount payable would be **£554,600.51** made up of the loan amount plus interest (**£299,640.51**) and Valuation fee (**£330**), CHAPS fee (**£25**), Application fee (**£125**) and Discharge fee (£125).

The overall cost for comparison is **7.3%** APRC representative.