



# BUY TO LET LENDING

## 4th January 2024

Please check our website to ensure that this is the most up to date product guide.

### THE RANGE:

CORE

CORE - LIMITED COMPANY

CORE TRACKERS

PROPERTY PLUS

SPECIALIST (HMO / MUB)

EKO

EKO REWARD

When choosing the right mortgage for your client, bear in mind that whilst their circumstances and location are pivotal, the product itself is also very important - sometimes a product with a lower reversion rate or longer initial fixed rate can enhance your client's loan size.

Kensington review the Kensington Standard Rate (KSR) Quarterly. The current KSR rate is 5.35%.

This rate is set as of the 8th December 2023 and effective from the 1st January 2024 (all new mortgage application documentation is reflected with this rate from 9th December 2023). KSR is set using Bank of England base rate (BBR, the 'external rate'); KSR will never be more than 1% above the external rate, and will never be lower than the external rate (or 0%, whichever is the greater) at the time of reset.

### THIS INFORMATION IS FOR INTERMEDIARIES ONLY

Kensington and Kensington Mortgages are trading names of Kensington Mortgage Company Limited. Registered in England & Wales: Company No. 03049877. Registered address: Ascot House, Maidenhead Office Park, Maidenhead SL6 3QQ. Kensington Mortgage Company Limited is authorised and regulated by the Financial Conduct Authority (Firm Reference No. 310336). Some investment mortgage contracts are not regulated by the FCA.



# BUY TO LET PRODUCTS - CORE

## Buy to Let: For your individual landlords

- Minimum loan; £25,000
- Maximum loan; £750,000 (unless stated)

\* See Credit Criteria page for full details

\*\* Northern Ireland currently capped at 80% LTV and £500,000 maximum loan amount. Free legals incentive not currently available in Northern Ireland.

| Buy to Let - Core  |                   |                |               |                |          |            |       |              |                              |                      |                        |          |                              |
|--------------------|-------------------|----------------|---------------|----------------|----------|------------|-------|--------------|------------------------------|----------------------|------------------------|----------|------------------------------|
| Product Category   | Credit Criteria * | Initial Period | Interest Rate | Completion Fee | Min Loan | Max Loan** | LTV** | Product Code | Product Name                 | Loan Purpose         | Incentives**           | Cashback | Reversion Margin (above KSR) |
| BTL Core - Special | Core              | 2 Year Fixed   | 4.19          | 5.00%          | £25,000  | £750,000   | 70    | 122300155    | Core, 70, 2, 4.19, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| BTL Core - Special | Core              | 5 Year Fixed   | 4.79          | 5.00%          | £25,000  | £750,000   | 70    | 122300157    | Core, 70, 5, 4.79, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| BTL Core - Special | Core              | 2 Year Fixed   | 4.64          | 5.00%          | £25,000  | £750,000   | 75    | 122300298    | Core, 75, 2, 4.64, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| BTL Core - Special | Core              | 5 Year Fixed   | 5.04          | 5.00%          | £25,000  | £750,000   | 75    | 122300220    | Core, 75, 5, 5.04, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| BTL Core - Special | Core              | 2 Year Fixed   | 5.79          | £5000          | £25,000  | £750,000   | 75    | 122300290    | Core, 75, 2, 5.79, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 2 Year Fixed   | 6.15          | 2.00%          | £25,000  | £750,000   | 75    | 122300083    | Core, 75, 2, 6.15, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 5 Year Fixed   | 6.15          | 2.00%          | £25,000  | £750,000   | 75    | 122300085    | Core, 75, 5, 6.15, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 3 Year Fixed   | 6.15          | 2.00%          | £25,000  | £750,000   | 75    | 122300271    | Core, 75, 3, 6.15, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 2 Year Fixed   | 6.19          | £1999          | £25,000  | £750,000   | 75    | 122300159    | Core, 75, 2, 6.19, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 5 Year Fixed   | 6.19          | £1999          | £25,000  | £750,000   | 75    | 122300161    | Core, 75, 5, 6.19, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 3 Year Fixed   | 6.19          | £1999          | £25,000  | £750,000   | 75    | 122300276    | Core, 75, 3, 6.19, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 2 Year Fixed   | 7.19          | £0             | £25,000  | £750,000   | 75    | 122300091    | Core, 75, 2, 7.19, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| BTL Core           | Core              | 2 Year Fixed   | 7.19          | £0             | £25,000  | £750,000   | 75    | 122300092    | Core, 75, 2, 7.19, FLFVCB250 | Remortgage           | Free Vals, Free Legals | £250     | 3.50                         |
| BTL Core           | Core              | 5 Year Fixed   | 7.19          | £0             | £25,000  | £750,000   | 75    | 122300094    | Core, 75, 5, 7.19, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| BTL Core           | Core              | 5 Year Fixed   | 7.19          | £0             | £25,000  | £750,000   | 75    | 122300095    | Core, 75, 5, 7.19, FLFVCB250 | Remortgage           | Free Vals, Free Legals | £250     | 3.50                         |
| BTL Core           | Core              | 2 Year Fixed   | 6.44          | 2.00%          | £25,000  | £750,000   | 80    | 122300087    | Core, 80, 2, 6.44, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 5 Year Fixed   | 6.44          | 2.00%          | £25,000  | £750,000   | 80    | 122300089    | Core, 80, 5, 6.44, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 2 Year Fixed   | 6.54          | £1999          | £25,000  | £750,000   | 80    | 122300163    | Core, 80, 2, 6.54, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 5 Year Fixed   | 6.54          | £1999          | £25,000  | £750,000   | 80    | 122300165    | Core, 80, 5, 6.54, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| BTL Core           | Core              | 2 Year Fixed   | 7.44          | £0             | £25,000  | £750,000   | 80    | 122300097    | Core, 80, 2, 7.44, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| BTL Core           | Core              | 2 Year Fixed   | 7.44          | £0             | £25,000  | £750,000   | 80    | 122300098    | Core, 80, 2, 7.44, FLFVCB250 | Remortgage           | Free Vals, Free Legals | £250     | 3.50                         |
| BTL Core           | Core              | 5 Year Fixed   | 7.44          | £0             | £25,000  | £750,000   | 80    | 122300100    | Core, 80, 5, 7.44, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| BTL Core           | Core              | 5 Year Fixed   | 7.44          | £0             | £25,000  | £750,000   | 80    | 122300101    | Core, 80, 5, 7.44, FLFVCB250 | Remortgage           | Free Vals, Free Legals | £250     | 3.50                         |



# BUY TO LET PRODUCTS - CORE LIMITED COMPANY

## Buy to Let: For your limited company landlords

- Minimum loan; £25,000
- Maximum loan; £750,000 (unless stated)

\* See Credit Criteria page for full details

\*\* Northern Ireland currently capped at 80% LTV and £500,000 maximum loan amount. Free legals incentive not currently available in Northern Ireland.

| Buy to Let - Core Limited Company |                   |                |               |                |          |            |       |              |                            |                      |              |          |                              |
|-----------------------------------|-------------------|----------------|---------------|----------------|----------|------------|-------|--------------|----------------------------|----------------------|--------------|----------|------------------------------|
| Product Category                  | Credit Criteria * | Initial Period | Interest Rate | Completion Fee | Min Loan | Max Loan** | LTV** | Product Code | Product Name               | Loan Purpose         | Incentives** | Cashback | Reversion Margin (above KSR) |
| BTL Core - Ltd Co. - Special      | Core              | 2 Year Fixed   | 4.19          | 5.00%          | £25,000  | £750,000   | 70    | 122300156    | Core, 70, 2, 4.19, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co. - Special      | Core              | 5 Year Fixed   | 4.79          | 5.00%          | £25,000  | £750,000   | 70    | 122300158    | Core, 70, 5, 4.79, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co. - Special      | Core              | 2 Year Fixed   | 4.64          | 5.00%          | £25,000  | £750,000   | 75    | 122300299    | Core, 75, 2, 4.64, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co. - Special      | Core              | 5 Year Fixed   | 5.04          | 5.00%          | £25,000  | £750,000   | 75    | 122300221    | Core, 75, 5, 5.04, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co. - Special      | Core              | 2 Year Fixed   | 5.79          | £5000          | £25,000  | £750,000   | 75    | 122300291    | Core, 75, 2, 5.79, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 2 Year Fixed   | 6.15          | 2.00%          | £25,000  | £750,000   | 75    | 122300084    | Core, 75, 2, 6.15, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 5 Year Fixed   | 6.15          | 2.00%          | £25,000  | £750,000   | 75    | 122300086    | Core, 75, 5, 6.15, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 3 Year Fixed   | 6.15          | 2.00%          | £25,000  | £750,000   | 75    | 122300272    | Core, 75, 3, 6.15, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 2 Year Fixed   | 6.19          | £1999          | £25,000  | £750,000   | 75    | 122300160    | Core, 75, 2, 6.19, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 5 Year Fixed   | 6.19          | £1999          | £25,000  | £750,000   | 75    | 122300162    | Core, 75, 5, 6.19, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 3 Year Fixed   | 6.19          | £1999          | £25,000  | £750,000   | 75    | 122300277    | Core, 75, 3, 6.19, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 2 Year Fixed   | 7.19          | £0             | £25,000  | £750,000   | 75    | 122300093    | Core, 75, 2, 7.19, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 5 Year Fixed   | 7.19          | £0             | £25,000  | £750,000   | 75    | 122300096    | Core, 75, 5, 7.19, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 2 Year Fixed   | 6.44          | 2.00%          | £25,000  | £750,000   | 80    | 122300088    | Core, 80, 2, 6.44, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 5 Year Fixed   | 6.44          | 2.00%          | £25,000  | £750,000   | 80    | 122300090    | Core, 80, 5, 6.44, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 2 Year Fixed   | 6.54          | £1999          | £25,000  | £750,000   | 80    | 122300164    | Core, 80, 2, 6.54, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 5 Year Fixed   | 6.54          | £1999          | £25,000  | £750,000   | 80    | 122300166    | Core, 80, 5, 6.54, CB250   | Purchase, Remortgage | None         | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 2 Year Fixed   | 7.44          | £0             | £25,000  | £750,000   | 80    | 122300099    | Core, 80, 2, 7.44, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co.                | Core              | 5 Year Fixed   | 7.44          | £0             | £25,000  | £750,000   | 80    | 122300102    | Core, 80, 5, 7.44, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |



## BUY TO LET PRODUCTS - CORE TRACKER

### Buy to Let: Tracker Rates

• Product tracks Kensington Standard Rate (KSR); current KSR can be found on Page 1

\* See Credit Criteria page for full details

\*\* Northern Ireland currently capped at 80% LTV and £500,000 maximum loan amount. Free legals incentive not currently available in Northern Ireland.

| Buy to Let - Core Tracker                 |                   |                |                    |                |          |            |       |              |                                  |                      |              |          |                              |
|---|-------------------|----------------|--------------------|----------------|----------|------------|-------|--------------|----------------------------------|----------------------|--------------|----------|------------------------------|
| Product Category                          | Credit Criteria * | Initial Period | Interest Rate      | Completion Fee | Min Loan | Max Loan** | LTV** | Product Code | Product Name                     | Loan Purpose         | Incentives** | Cashback | Reversion Margin (above KSR) |
| BTL Core - Special                        | Core              | 2 Year Tracker | 5.40 (KSR + 0.05%) | 3.00%          | £25,000  | £750,000   | 75    | 122300218    | Core Track, 75, 2, 0.05, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core                                  | Core              | 2 Year Tracker | 6.38 (KSR + 1.03%) | £1999          | £25,000  | £750,000   | 75    | 122300217    | Core Track, 75, 2, 1.03, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core                                  | Core              | 2 Year Tracker | 6.78 (KSR + 1.43%) | £1999          | £25,000  | £750,000   | 80    | 122300219    | Core Track, 80, 2, 1.43, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| Buy to Let - Core Tracker Limited Company |                   |                |                    |                |          |            |       |              |                                  |                      |              |          |                              |
| BTL Core - Ltd Co. - Special              | Core              | 2 Year Tracker | 5.40 (KSR + 0.05%) | 3.00%          | £25,000  | £750,000   | 75    | 122300323    | Core Track, 75, 2, 0.05, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co.                        | Core              | 2 Year Tracker | 6.38 (KSR + 1.03%) | £1999          | £25,000  | £750,000   | 75    | 122300322    | Core Track, 75, 2, 1.03, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |
| BTL Core - Ltd Co.                        | Core              | 2 Year Tracker | 6.78 (KSR + 1.43%) | £1999          | £25,000  | £750,000   | 80    | 122300324    | Core Track, 80, 2, 1.43, FVCB250 | Purchase, Remortgage | Free Vals    | £250     | 3.50                         |



# BUY TO LET PRODUCTS - PROPERTY PLUS

## For homes of non-standard construction

- Maximum loan amount; £500,000
- For a full list of accepted property types, please visit [www.kensingtonmortgages.co.uk/intermediaries/lendingcriteria](http://www.kensingtonmortgages.co.uk/intermediaries/lendingcriteria)

\* See Credit Criteria page for full details

\*\* Free legals incentive not currently available in Northern Ireland.

| Buy to Let - Property Plus                  |                   |                |               |                |          |            |       |              |                              |                      |                        |          |                              |
|---|-------------------|----------------|---------------|----------------|----------|------------|-------|--------------|------------------------------|----------------------|------------------------|----------|------------------------------|
| Product Category                            | Credit Criteria * | Initial Period | Interest Rate | Completion Fee | Min Loan | Max Loan** | LTV** | Product Code | Product Name                 | Loan Purpose         | Incentives**           | Cashback | Reversion Margin (above KSR) |
| Property Plus                               | Core              | 2 Year Fixed   | 6.49          | £1999          | £25,000  | £500,000   | 75    | 122300167    | Core, 75, 2, 6.49, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| Property Plus                               | Core              | 5 Year Fixed   | 6.49          | £1999          | £25,000  | £500,000   | 75    | 122300169    | Core, 75, 5, 6.49, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| Property Plus                               | Core              | 2 Year Fixed   | 7.49          | £0             | £25,000  | £500,000   | 75    | 122300117    | Core, 75, 2, 7.49, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| Property Plus                               | Core              | 2 Year Fixed   | 7.49          | £0             | £25,000  | £500,000   | 75    | 122300118    | Core, 75, 2, 7.49, FLFVCB250 | Remortgage           | Free Vals, Free Legals | £250     | 3.50                         |
| Property Plus                               | Core              | 5 Year Fixed   | 7.49          | £0             | £25,000  | £500,000   | 75    | 122300120    | Core, 75, 5, 7.49, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| Property Plus                               | Core              | 5 Year Fixed   | 7.49          | £0             | £25,000  | £500,000   | 75    | 122300121    | Core, 75, 5, 7.49, FLFVCB250 | Remortgage           | Free Vals, Free Legals | £250     | 3.50                         |
| Buy to Let - Propoerty Plus Limited Company |                   |                |               |                |          |            |       |              |                              |                      |                        |          |                              |
| Property Plus - Ltd Co.                     | Core              | 2 Year Fixed   | 6.49          | £1999          | £25,000  | £500,000   | 75    | 122300168    | Core, 75, 2, 6.49, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| Property Plus - Ltd Co.                     | Core              | 5 Year Fixed   | 6.49          | £1999          | £25,000  | £500,000   | 75    | 122300170    | Core, 75, 5, 6.49, CB250     | Purchase, Remortgage | None                   | £250     | 3.50                         |
| Property Plus - Ltd Co.                     | Core              | 2 Year Fixed   | 7.49          | £0             | £25,000  | £500,000   | 75    | 122300119    | Core, 75, 2, 7.49, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |
| Property Plus - Ltd Co.                     | Core              | 5 Year Fixed   | 7.49          | £0             | £25,000  | £500,000   | 75    | 122300122    | Core, 75, 5, 7.49, FVCB250   | Purchase, Remortgage | Free Vals              | £250     | 3.50                         |



# BUY TO LET PRODUCTS - SPECIALIST (HMO/MUB)

## For your clients with houses of multiple occupancy and multi-unit blocks

• Maximum loan; £750,000 (unless stated)

\* See Credit Criteria page for full details

\*\* HMO & MUB products are not available in Northern Ireland

| Buy to Let - Specilaist (HMO / MUB)                 |                   |                |               |                |          |            |       |              |                                |                      |              |          |                              |
|---|-------------------|----------------|---------------|----------------|----------|------------|-------|--------------|--------------------------------|----------------------|--------------|----------|------------------------------|
| Product Category                                    | Credit Criteria * | Initial Period | Interest Rate | Completion Fee | Min Loan | Max Loan** | LTV** | Product Code | Product Name                   | Loan Purpose         | Incentives** | Cashback | Reversion Margin (above KSR) |
| Specialist (HMO / MUB) - Special                    | Core              | 2 Year Fixed   | 4.74          | 5.00%          | £25,000  | £750,000   | 75    | 122300222    | Specialist, 75, 2, 4.74, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB)                              | Core              | 2 Year Fixed   | 6.24          | 2.00%          | £25,000  | £750,000   | 75    | 122300103    | Specialist, 75, 2, 6.24, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB)                              | Core              | 5 Year Fixed   | 6.24          | 2.00%          | £25,000  | £750,000   | 75    | 122300105    | Specialist, 75, 5, 6.24, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB)                              | Core              | 2 Year Fixed   | 6.39          | £1999          | £25,000  | £750,000   | 75    | 122300171    | Specialist, 75, 2, 6.39, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB)                              | Core              | 5 Year Fixed   | 6.39          | £1999          | £25,000  | £750,000   | 75    | 122300173    | Specialist, 75, 5, 6.39, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB)                              | Core              | 2 Year Fixed   | 6.74          | £1999          | £25,000  | £750,000   | 80    | 122300175    | Specialist, 80, 2, 6.74, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB)                              | Core              | 5 Year Fixed   | 6.74          | £1999          | £25,000  | £750,000   | 80    | 122300177    | Specialist, 80, 5, 6.74, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB)                              | Core              | 2 Year Fixed   | 6.89          | 2.00%          | £25,000  | £750,000   | 80    | 122300107    | Specialist, 80, 2, 6.89, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB)                              | Core              | 5 Year Fixed   | 6.89          | 2.00%          | £25,000  | £750,000   | 80    | 122300109    | Specialist, 80, 5, 6.89, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Buy to Let - Specilaist Limited Company (HMO / MUB) |                   |                |               |                |          |            |       |              |                                |                      |              |          |                              |
| Specialist (HMO / MUB) - Ltd Co. - Special          | Core              | 2 Year Fixed   | 4.74          | 5.00%          | £25,000  | £750,000   | 75    | 122300223    | Specialist, 75, 2, 4.74, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB) - Ltd Co.                    | Core              | 2 Year Fixed   | 6.24          | 2.00%          | £25,000  | £750,000   | 75    | 122300104    | Specialist, 75, 2, 6.24, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB) - Ltd Co.                    | Core              | 5 Year Fixed   | 6.24          | 2.00%          | £25,000  | £750,000   | 75    | 122300106    | Specialist, 75, 5, 6.24, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB) - Ltd Co.                    | Core              | 2 Year Fixed   | 6.39          | £1999          | £25,000  | £750,000   | 75    | 122300172    | Specialist, 75, 2, 6.39, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB) - Ltd Co.                    | Core              | 5 Year Fixed   | 6.39          | £1999          | £25,000  | £750,000   | 75    | 122300174    | Specialist, 75, 5, 6.39, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB) - Ltd Co.                    | Core              | 2 Year Fixed   | 6.74          | £1999          | £25,000  | £750,000   | 80    | 122300176    | Specialist, 80, 2, 6.74, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB) - Ltd Co.                    | Core              | 5 Year Fixed   | 6.74          | £1999          | £25,000  | £750,000   | 80    | 122300178    | Specialist, 80, 5, 6.74, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB) - Ltd Co.                    | Core              | 2 Year Fixed   | 6.89          | 2.00%          | £25,000  | £750,000   | 80    | 122300108    | Specialist, 80, 2, 6.89, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |
| Specialist (HMO / MUB) - Ltd Co.                    | Core              | 5 Year Fixed   | 6.89          | 2.00%          | £25,000  | £750,000   | 80    | 122300110    | Specialist, 80, 5, 6.89, CB250 | Purchase, Remortgage | None         | £250     | 3.50                         |



## BUY TO LET PRODUCTS - EKO

### £1000 cashback for making their home more energy efficient

- Energy Performance Certificate (EPC) required upon application
- Evidenced by property moving to the next EPC banding OR an increase at least 10 Standard Assessment Procedure (SAP) points required to qualify
- Up to 12 months to make the energy improvements and claim
- £1,000 cash back upon qualification with new validated EPC

\* See Credit Criteria page for full details

\*\* Northern Ireland currently capped at 80% LTV and £500,000 maximum loan amount. Free legals incentive not currently available in Northern Ireland.

\*\*\* eKo cashback is conditional upon eligibility criteria being satisfied post-completion, see ESIS for details.

| Buy to Let - eKo                 |                   |                |               |                |          |            |       |              |                            |                      |                        |             |                              |
|----------------------------------|-------------------|----------------|---------------|----------------|----------|------------|-------|--------------|----------------------------|----------------------|------------------------|-------------|------------------------------|
| Product Category                 | Credit Criteria * | Initial Period | Interest Rate | Completion Fee | Min Loan | Max Loan** | LTV** | Product Code | Product Name               | Loan Purpose         | Incentives**           | Cashback*** | Reversion Margin (above KSR) |
| eKo***                           | Core              | 2 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300047    | Core, 75, 2, 7.19, FVEKO   | Purchase, Remortgage | Free Vals              | £1,000      | 3.50                         |
| eKo***                           | Core              | 2 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300049    | Core, 75, 2, 7.19, FLFVEKO | Remortgage           | Free Vals, Free Legals | £1,000      | 3.50                         |
| eKo***                           | Core              | 5 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300050    | Core, 75, 5, 7.19, FVEKO   | Purchase, Remortgage | Free Vals              | £1,000      | 3.50                         |
| eKo***                           | Core              | 5 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300052    | Core, 75, 5, 7.19, FLFVEKO | Remortgage           | Free Vals, Free Legals | £1,000      | 3.50                         |
| eKo***                           | Core              | 2 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300053    | Core, 80, 2, 7.44, FVEKO   | Purchase, Remortgage | Free Vals              | £1,000      | 3.50                         |
| eKo***                           | Core              | 2 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300055    | Core, 80, 2, 7.44, FLFVEKO | Remortgage           | Free Vals, Free Legals | £1,000      | 3.50                         |
| eKo***                           | Core              | 5 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300056    | Core, 80, 5, 7.44, FVEKO   | Purchase, Remortgage | Free Vals              | £1,000      | 3.50                         |
| eKo***                           | Core              | 5 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300058    | Core, 80, 5, 7.44, FLFVEKO | Remortgage           | Free Vals, Free Legals | £1,000      | 3.50                         |
| Buy to Let - Limited Company eKo |                   |                |               |                |          |            |       |              |                            |                      |                        |             |                              |
| eKo- Ltd Co.***                  | Core              | 2 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300048    | Core, 75, 2, 7.19, FVEKO   | Purchase, Remortgage | Free Vals              | £1,000      | 3.50                         |
| eKo- Ltd Co.***                  | Core              | 5 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300051    | Core, 75, 5, 7.19, FVEKO   | Purchase, Remortgage | Free Vals              | £1,000      | 3.50                         |
| eKo- Ltd Co.***                  | Core              | 2 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300054    | Core, 80, 2, 7.44, FVEKO   | Purchase, Remortgage | Free Vals              | £1,000      | 3.50                         |
| eKo- Ltd Co.***                  | Core              | 5 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300057    | Core, 80, 5, 7.44, FVEKO   | Purchase, Remortgage | Free Vals              | £1,000      | 3.50                         |



# BUY TO LET PRODUCTS - EKO REWARD

## £500 cashback for the most energy efficient homes

- Cashback paid following completion
- For properties with an EPC rating of A, B or C

\* See Credit Criteria page for full details

\*\* Northern Ireland currently capped at 80% LTV

| Buy to Let - eKo Reward                 |                   |                |               |                |          |            |       |              |                            |              |              |          |                              |
|---|-------------------|----------------|---------------|----------------|----------|------------|-------|--------------|----------------------------|--------------|--------------|----------|------------------------------|
| Product Category                        | Credit Criteria * | Initial Period | Interest Rate | Completion Fee | Min Loan | Max Loan** | LTV** | Product Code | Product Name               | Loan Purpose | Incentives** | Cashback | Reversion Margin (above KSR) |
| eKo Reward                              | Core              | 2 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300059    | Core, 75, 2, 7.19, FVCB500 | Purchase     | Free Vals    | £500     | 3.50                         |
| eKo Reward                              | Core              | 5 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300061    | Core, 75, 5, 7.19, FVCB500 | Purchase     | Free Vals    | £500     | 3.50                         |
| eKo Reward                              | Core              | 2 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300063    | Core, 80, 2, 7.44, FVCB500 | Purchase     | Free Vals    | £500     | 3.50                         |
| eKo Reward                              | Core              | 5 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300065    | Core, 80, 5, 7.44, FVCB500 | Purchase     | Free Vals    | £500     | 3.50                         |
| Buy to Let - Limited Company eKo Reward |                   |                |               |                |          |            |       |              |                            |              |              |          |                              |
| eKo Reward - Ltd Co.                    | Core              | 2 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300060    | Core, 75, 2, 7.19, FVCB500 | Purchase     | Free Vals    | £500     | 3.50                         |
| eKo Reward - Ltd Co.                    | Core              | 5 Year Fixed   | 7.19          | £0             | £25,000  | £500,000   | 75    | 092300062    | Core, 75, 5, 7.19, FVCB500 | Purchase     | Free Vals    | £500     | 3.50                         |
| eKo Reward - Ltd Co.                    | Core              | 2 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300064    | Core, 80, 2, 7.44, FVCB500 | Purchase     | Free Vals    | £500     | 3.50                         |
| eKo Reward - Ltd Co.                    | Core              | 5 Year Fixed   | 7.44          | £0             | £25,000  | £500,000   | 80    | 092300066    | Core, 80, 5, 7.44, FVCB500 | Purchase     | Free Vals    | £500     | 3.50                         |



# BUY TO LET CRITERIA SUMMARY

|   |  |
|---|--|
| <b>Minimum loan amount</b>                                      | £25,000  |
| <b>Maximum loan amount</b>                                      | Buy to Let loans are available to a maximum of £750k (£500k in Northern Ireland). Please note that our maximum lending to an individual (or joint applicants) is limited to no greater than £2m combined across Residential and Buy to Let mortgages.<br>HMO and MUB maximum loan amount £750,000 (Not available in Northern Ireland).<br>Property Plus maximum loan amount £500,000.  |
| <b>Employment status</b>  | Employed / Self-Employed.  |
| <b>Region</b>   | England, Wales, mainland Scotland and Northern Ireland only.   |
| <b>Minimum age (at submission)</b>                              | For one of the applicants is 21yrs. Minimum age at submission for all other applicants is 18yrs.<br>For Limited Company all directors must be aged 21 or over.   |
| <b>Minimum term</b>   | 5 Years, except: The minimum term for 5-year fixed rates is 6 Year Fixed.  |
| <b>Maximum term</b>   | 40 Year Fixed.   |
| <b>Minimum valuation</b>  | £75,000  |
| <b>New build</b>  | Subject to product maximums and underwriter discretion regarding new build exposure.<br>Once an Offer is produced it is valid for a 180-day period. Extensions may be granted on purchase applications subject to reassessment of the client, income (where applicable), re-inspection of the property (where applicable) and new product.<br>New build properties are not acceptable for HMO and MUB applications.  |
| <b>Minimum income</b>   | For first time landlords who are existing residential homeowners, there is no minimum income requirement to support their mortgage application.<br>For First Time Buyer & Non Owner Occupier, at least one applicant must be an existing Residential homeowner unless they have owned 4 or more Buy to Let properties OR their employer provides tied accommodation OR at least one applicant earns a minimum of £40,000.  |
| <b>Referencing</b>  | At least one applicant must be an existing Residential homeowner, unless they have owned 4 or more Buy to Let properties or their employer provides tied accommodation or at least one applicant earns a minimum of £40,000.<br>HMO and MUBs are not available to first time landlords or if property is located in Northern Ireland.<br>Credit search and valuation report will be obtained by Kensington. Current and previous mortgage history (both Buy to Let and Residential) will be verified by reference to Credit Bureau data where possible.<br>For employed income please provide the most recent payslip and the latest P60/last payslip of the financial year, or a copy of the for self-employed applicant's most recent finalised and agreed accounts (for tax assessment) attached to their headed paper or SA302.  |
| <b>Let to Buy</b>   | We will consider a BTL application where an applicant intends to let their existing residential property. We will require details of the new residential address that the applicant is moving in to and a copy of the mortgage offer from the new lender.  |
| <b>Portfolio landlord (with 4 or more mortgaged properties)</b> | There is no overall portfolio limit (Kensington exposure to £2m). All portfolio landlords must complete a portfolio summary, with a minimum of 3 BTL mortgages to be verified and provide the 3 largest Assured Shorthold Tenancy agreements.  |
| <b>Limited Company Buy to Let</b>                               | Lending to Limited Companies:<br>Specific SIC codes only: 68100 - Buying and selling of own real estate; 68209 - Other letting and operating of own or leased real estate; 68320 - Management of real estate on a fee or contract basis; 68201 - Renting and operating of Housing Association real estate.<br>Maximum 4 directors (at least one director must hold a minimum shareholding of 20%). Applicant Directors must have a combined shareholding of 100% of the company.<br>All Guarantors will be underwritten. Standard BTL criteria that applies to individual landlords, will also apply to Guarantors on Limited Company BTL. All individual directors must provide a personal guarantee on a joint and several basis. They will also be required to receive independent legal advice on the nature and effect of the guarantee being provided.<br>HMO and MUB applications are acceptable (Not available in Northern Ireland). |
| <b>Property Plus</b>  | Range allows for lending on the following (subject to an acceptable valuation with no comments negatively affecting resale):<br>Fully Repaired Pre-Fabricated Reinforced Concrete, Poured Concrete, Steel Framed / Steel Clad (pre 2000), 100% Timber Framed (post 1980), Cob Construction, Colt Construction, Concrete Block, Stone and Part Rendered Breeze block with Pebble Dashed Outer Walls.<br>For additional non-standard construction types refer to:<br><a href="http://www.kensingtonmortgages.co.uk/intermediaries/lendingcriteria">www.kensingtonmortgages.co.uk/intermediaries/lendingcriteria</a>  |
| <b>Property Changes</b>   | If your client needs to change their property after the case has been submitted; this is something we can do if the valuation has not been carried out. Please contact us for full details.  |
| <b>Core Credit History</b>                                      | Defaults acceptable if older than 24 months.<br>Secured Loan/ Rent Arrears acceptable if older than 24 months.<br>Satisfied CCJs acceptable if older than 24 months.<br>We are able to accept unsatisfied CCJs that are registered over 24 months ago at the underwriter's discretion.<br>Unsecured Credit arrears acceptable if accounts now up to date (max status of 2 in last 12 months).<br>We are unable to accept any Debt Management Plans (DMP) in place less than 12 months.<br>Payday loans acceptable if older than 12 months.<br>We don't take into account Communication/Insurance/ defaults. Utility defaults cannot exceed £250 per application. Bank Account defaults/arrears subject to under writer discretion.   |
| <b>Product Transfers</b>  | For more information visit <a href="http://www.kensingtonmortgages.co.uk/intermediaries/product-transfers">www.kensingtonmortgages.co.uk/intermediaries/product-transfers</a> . You will be emailed if your clients are eligible 4 months before their fixed rate is ending.   |

## THIS INFORMATION IS FOR INTERMEDIARIES ONLY

Kensington and Kensington Mortgages are trading names of Kensington Mortgage Company Limited. Registered in England & Wales: Company No. 03049877. Registered address: Ascot House, Maidenhead Office Park, Maidenhead SL6 3QQ. Kensington Mortgage Company Limited is authorised and regulated by the Financial Conduct Authority (Firm Reference No. 310336). Some investment mortgage contracts are not regulated by the FCA.



# BTL CREDIT SUMMARY

| CRITERIA   | CORE   |
|--|--|
| Ranges   | Core, Property Plus, Specialist, eKo         |
| Defaults acceptable (if older than)  | 24 months<br>No limit on number or value     |
| Secured Loan/Rent Arrears acceptable (if older than)   | 24 months                                    |
| CCJs (unsatisfied CCJ's will be accepted at the underwriters discretion)   | 24 months ago<br>No limit on number or value |
| Unsecured Credit arrears acceptable if accounts now up to date   | Max status of 2<br>in last 12 months         |
| Debt Management Plans (DMPs) accept with a track record of   | 12 months                                    |
| No Payday loans, taken out within the last   | 12 months                                    |
| <b>Communication/Insurance/Bank Account and utility defaults:</b><br>We don't take into account Communication/Insurance/ defaults. Utility defaults cannot exceed £250 per application. Bank Account defaults/arrears subject to underwriter discretion.                                   |  |
| <b>Important bankruptcy update:</b> We can accept customers that have not been, in last 6 Year Fixed, subject to proceedings for Bankruptcy/Sequestration or an Individual Voluntary Arrangement (IVA) / Protected Trust Deed and/or Debt Arrangement Scheme (DAS) and must be discharged. |  |

## THIS INFORMATION IS FOR INTERMEDIARIES ONLY

Kensington and Kensington Mortgages are trading names of Kensington Mortgage Company Limited. Registered in England & Wales: Company No. 03049877. Registered address: Ascot House, Maidenhead Office Park, Maidenhead SL6 3QQ. Kensington Mortgage Company Limited is authorised and regulated by the Financial Conduct Authority (Firm Reference No. 310336). Some investment mortgage contracts are not regulated by the FCA.



**ERC's**

| Term           | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|----------------|--------|--------|--------|--------|--------|
| 2 Year Fixed   | 3.00%  | 2.00%  |        |        |        |
| 3 Year Fixed   | 3.00%  | 2.00%  | 1.00%  |        |        |
| 5 Year Fixed   | 4.00%  | 3.00%  | 1.50%  | 1.00%  | 1.00%  |
| 2 Year Tracker | 1.00%  | 1.00%  |        |        |        |

**THIS INFORMATION IS FOR INTERMEDIARIES ONLY**

Kensington and Kensington Mortgages are trading names of Kensington Mortgage Company Limited. Registered in England & Wales: Company No. 03049877. Registered address: Ascot House, Maidenhead Office Park, Maidenhead SL6 3QQ. Kensington Mortgage Company Limited is authorised and regulated by the Financial Conduct Authority (Firm Reference No. 310336). Some investment mortgage contracts are not regulated by the FCA.

**B0401202401**