

# Residential Product Guide

June 2018

- ✓ Now with even greater flexibility for your clients with adverse credit
- ✓ Rates starting from 2.38%
- ✓ Fresh criteria for day rate contractors across all products

Interesting case? We're interested.



Call **03333 701 101** or visit **[www.pepper.money](http://www.pepper.money)** to discover more.

**pepper**  
money

Aimed at Professional intermediaries only; not for public distribution.

"Pepper Money" is a trading name of Pepper (UK) Limited, a private limited company registered in England and Wales under Company Number 06548489, with its registered office at Harman House, 1 George Street, Uxbridge, London UB8 1QQ. Pepper (UK) Limited is authorised and regulated by the Financial Conduct Authority under Firm Registration Number 484078.

PM003\_0618\_002

# Highlights of our wide ranging criteria

## Debt Management Plan Range

- Available on Pepper 24, 18 and 12
- Must have been active for a minimum of 12 months
- Rates start from 3.78%

## No Credit Scoring

- We don't credit score to make decisions
- We don't credit score to determine product selection. What you see is what you get
- Manual underwriting by a team of skilled, mandated decision makers

## Capital Raising

- To our maximum LTVs for most legal purposes
- Debt consolidation to maximum LTVs

## CCJs & Defaults

- Don't need to be satisfied and no value limit
- Can be registered as recently as 7 months ago
- 2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored (applicable to Pepper 24, 18, 12 and 6 products - excluding DMP)
- Fixed Term Credit Agreements Arrears none in 6 months

## Let to Buy

- No additional rules
- All products up to max LTVs
- We'll do the Residential. We'll do the Buy to Let. We'll do both

## Interest Only

- Across the entire range
- Max 60% LTV Residential
- Sale of main residence acceptable repayment with no minimum equity requirement and plausible trading down strategy

## Self-Employed

- Across the entire range
- Only 1 year's finalised accounts required
- Net profit for Sole Traders
- Salary and dividends for Company Directors
- Additional remuneration add back allowed where applicants own 100% of the company

## Day Rate Contractors

- Income assessed based on daily rate whether self-employed, limited company or umbrella company
- Minimum 12 months history and 3 months' bank statements
- Average or current day rate to be minimum of £200 per day

## First Time Buyers

- No restrictions on LTV
- 100% cash gifted deposit acceptable with proof of 12 months rental history or household upkeep

## Strong Approach to Affordability

- 100% of overtime, shift allowance or bonus paid every week or month
- Flexibility around non-court ordered maintenance and many regular benefits e.g. Working Family Tax Credit, Child Benefit, etc
- 5 year fixed rates calculated at pay rate

## Free Legals

- Free standard legals on all remortgages
- Provided by a reputable firm of solicitors

## Minimum Income £18k

- Can be the combined income of both applicants
- Must be earned income
- 100% of secondary income accepted



Suitable for clients who are in an active Debt Management Plan (DMP) for a minimum of 12 months

2 Year Fixed						
	LTV	Initial Rate	Comp Fee	Reversion Rates (Libor +)	CCJs/ Defaults	Mortgage/ Secured Arrears
pepper24 DMP	75%	3.78%	£1,295	4.60%	0 in 24 months	0 missed payments in 24 months (max arrears status of 0 in last 6 months)
	80%	3.98%		4.85%		
	85%	4.28%		5.10%		
pepper18 DMP	75%	4.08%	£1,295	4.90%	0 in 18 months (max 3 in 36 months. Only 2 allowed in months 19 to 24)	2 missed payments in 36 months (max arrears status of 0 in last 6 months; 0 missed payments in last 18 months; 1 missed payment in months 19 to 24)
	80%	4.58%		5.15%		
	85%	4.98%		5.40%		
pepper12 DMP	75%	4.48%	£1,295	5.05%	0 in 12 months (max 3 in 24 months. Only 2 allowed in months 13 to 18)	2 missed payments in 24 months (max arrears status of 0 in last 6 months; 0 missed payments in last 12 months; 1 missed payment in months 13 to 18)
	80%	4.98%		5.30%		
ERC: 3%, 2%			Application fee = £135			

Key Criteria							
Credit Criteria		Applicant		Loan Size		Property Value	
<b>Bankruptcy/IVA:</b>	Discharged > 6 years ago	<b>Age:</b>	Minimum 21 years; Maximum 75 years (at end of term)	<b>Min:</b>	£25,001	<b>Min:</b>	£70,000
<b>Repossessions:</b>	None in last 6 years	<b>Min Income:</b>	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	<b>Max:</b>	£750,000 up to 85% LTV; £1m up to 75% LTV		
<b>Debt Management Plan:</b>	Must have been active and satisfactorily conducted for a minimum of 12 months and doesn't have to be repaid at completion  For remortgages, capital raising can be considered to clear the DMP  Must not have obtained further CCJs/Defaults whilst in the DMP  No more than 1 active DMP per application	<b>Max Applicants:</b>	2	<b>Repayment</b>		<b>Term</b>	
		<b>Employed:</b>	Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months	Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy		<b>Min:</b>	5 years
		<b>Self-Employed:</b>	Must have been in their current business for a minimum of 12 months and able to supply 1 year's trading accounts			<b>Max:</b>	35 years

Suitable for clients that haven't had a CCJ or Default in the last 48 months

LTV	2 Year Fixed		30 Month Fixed		5 Year Fixed		Reversion Rates (Libor +)
	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	2.38%	£795	2.38%	£895	3.13%	£895	3.50%
75%	2.43%		2.43%		3.13%		3.65%
80%	2.63%		2.63%		3.33%		3.90%
85%	2.83%		2.83%		3.58%		4.15%
ERC: 3%, 2%		ERC: 3%, 2%		ERC: 4%, 4%, 3%, 3%, 2%			
Application fee = £135							

### Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs/Defaults:</b> 0 in 48 months <b>Mortgage/Secured Arrears:</b> 0 missed payments in 48 months (max arrears status of 0 in last 6 months) <b>Bankruptcy/IVA:</b> Discharged > 6 years ago <b>Repossessions:</b> None in last 6 years <b>Debt Management Plan:</b> Considered if satisfied over 12 months ago	<b>Age:</b> Minimum 21 years; Maximum 75 years (at end of term) <b>Min Income:</b> £18,000 per application (no foreign currency income. 100% of secondary income accepted) <b>Max Applicants:</b> 2 <b>Employed:</b> Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months <b>Self-Employed:</b> Must have been in their current business for a minimum of 12 months and able to supply 1 year's trading accounts	<b>Min:</b> £25,001 <b>Max:</b> £750,000 up to 85% LTV; £1m up to 75% LTV <b>Repayment</b> Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy	<b>Min:</b> £70,000 <b>Term</b> <b>Min:</b> 5 years <b>Max:</b> 35 years

Suitable for clients that haven't had a CCJ or Default in the last 36 months

	2 Year Fixed		30 Month Fixed		5 Year Fixed		
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Reversion Rates (Libor +)
70%	2.47%	£795	2.47%	£895	3.17%	£895	4.45%
75%	2.62%		2.62%		3.17%		4.60%
80%	2.72%		2.72%		3.38%		4.85%
85%	3.12%		3.12%		3.63%		5.10%
ERC: 3%, 2%		ERC: 3%, 2%		ERC: 4%, 4%, 3%, 3%, 2%			
Application fee = £135							

### Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs/Defaults:</b> 0 in 36 months <b>Mortgage/Secured Arrears:</b> 0 missed payments in 36 months (max arrears status of 0 in last 6 months) <b>Bankruptcy/IVA:</b> Discharged > 6 years ago <b>Repossessions:</b> None in last 6 years <b>Debt Management Plan:</b> Considered if satisfied over 12 months ago	<b>Age:</b> Minimum 21 years; Maximum 75 years (at end of term) <b>Min Income:</b> £18,000 per application (no foreign currency income. 100% of secondary income accepted) <b>Max Applicants:</b> 2 <b>Employed:</b> Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months <b>Self-Employed:</b> Must have been in their current business for a minimum of 12 months and able to supply 1 year's trading accounts	<b>Min:</b> £25,001 <b>Max:</b> £750,000 up to 85% LTV; £1m up to 75% LTV <b>Repayment</b> Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy	<b>Min:</b> £70,000 <b>Term</b> <b>Min:</b> 5 years <b>Max:</b> 35 years

Suitable for clients that haven't had a CCJ or Default in the last 24 months

	2 Year Fixed		30 Month Fixed		5 Year Fixed		
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Reversion Rates (Libor +)
70%	2.98%	£895	3.18%	£995	3.63%	£995	4.45%
75%	3.18%		3.38%		3.83%		4.60%
80%	3.38%		3.58%		4.03%		4.85%
85%	3.63%		3.83%		4.28%		5.10%
		ERC: 3%, 2%	ERC: 3%, 2%		ERC: 4%, 4%, 3%, 3%, 2%		
Application fee = £135							

### Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs/Defaults:</b> 0 in 24 months <b>Mortgage/Secured Arrears:</b> 0 missed payments in 24 months (max arrears status of 0 in last 6 months) <b>Unsecured Arrears:</b> 2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored <b>Bankruptcy/IVA:</b> Discharged > 6 years ago <b>Repossessions:</b> None in last 6 years <b>Debt Management Plan:</b> Considered if satisfied over 12 months ago	<b>Age:</b> Minimum 21 years; Maximum 75 years (at end of term) <b>Min Income:</b> £18,000 per application (no foreign currency income. 100% of secondary income accepted) <b>Max Applicants:</b> 2 <b>Employed:</b> Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months <b>Self-Employed:</b> Must have been in their current business for a minimum of 12 months and able to supply 1 year's trading accounts	<b>Min:</b> £25,001 <b>Max:</b> £750,000 up to 85% LTV; £1m up to 75% LTV <b>Repayment</b> Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy	<b>Min:</b> £70,000 <b>Term</b> <b>Min:</b> 5 years <b>Max:</b> 35 years

Suitable for clients that haven't had a CCJ or Default in the last 18 months

	2 Year Fixed		30 Month Fixed		5 Year Fixed		Reversion Rates (Libor +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	3.23%	£1,095	3.23%	£1,195	4.08%	£1,195	4.75%
75%	3.73%		3.73%		4.23%		4.90%
80%	4.28%		4.28%		4.83%		5.15%
85%	4.43%		4.43%		5.13%		5.40%
ERC: 3%, 2%		ERC: 3%, 2%		ERC: 3%, 2%, 1%, 0.5%, 0.5%			
Application fee = £135							

Key Criteria			
Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs/Defaults:</b> 0 in 18 months (max 3 in 36 months; max 2 allowed in months 19 to 24)	<b>Age:</b> Minimum 21 years; Maximum 75 years (at end of term)	<b>Min:</b> £25,001	<b>Min:</b> £70,000
<b>Mortgage/Secured Arrears:</b> 2 missed payments in 36 months (max arrears status of 0 in last 6 months; 0 missed payments in last 18 months; 1 missed payment in months 19 to 24)	<b>Min Income:</b> £18,000 per application (no foreign currency income. 100% of secondary income accepted)	<b>Max:</b> £750,000 up to 85% LTV; £1m up to 75% LTV	
<b>Unsecured Arrears:</b> 2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored	<b>Max Applicants:</b> 2	<b>Repayment</b>	<b>Term</b>
<b>Bankruptcy/IVA:</b> Discharged > 6 years ago	<b>Employed:</b> Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months	Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy	<b>Min:</b> 5 years
<b>Repossessions:</b> None in last 6 years	<b>Self-Employed:</b> Must have been in their current business for a minimum of 12 months and able to supply 1 year's trading accounts		<b>Max:</b> 35 years
<b>Debt Management Plan:</b> Considered if satisfied over 12 months ago			

Suitable for clients that haven't had a CCJ or Default in the last 12 months

	2 Year Fixed		30 Month Fixed		5 Year Fixed		
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Reversion Rates (Libor +)
70%	3.78%	£1,095	3.78%	£1,195	4.48%	£1,195	5.05%
75%	4.18%		4.18%		4.63%		5.30%
80%	4.68%		4.68%		5.18%		5.55%
		ERC: 3%, 2%	ERC: 3%, 2%		ERC: 3%, 2%, 1%, 0.5%, 0.5%		
Application fee = £135							

### Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs/Defaults:</b> 0 in 12 months (max 3 in 24 months; max 2 allowed in months 13 to 18) <b>Mortgage/Secured Arrears:</b> 2 missed payments in 24 months (max arrears status of 0 in last 6 months; 0 missed payments in last 12 months; 1 missed payment in months 13 to 18) <b>Unsecured Arrears:</b> 2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored <b>Bankruptcy/IVA:</b> <b>Repossessions:</b> Discharged > 6 years ago <b>Debt Management Plan:</b> None in last 6 years Considered if satisfied over 12 months ago	<b>Age:</b> Minimum 21 years; Maximum 75 years (at end of term) <b>Min Income:</b> £18,000 per application (no foreign currency income. 100% of secondary income accepted) <b>Max Applicants:</b> 2 <b>Employed:</b> Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months <b>Self-Employed:</b> Must have been in their current business for a minimum of 12 months and able to supply 1 year's trading accounts	<b>Min:</b> £25,001 <b>Max:</b> £750,000 up to 85% LTV; £1m up to 75% LTV <b>Repayment</b> Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy	<b>Min:</b> £70,000 <b>Term</b> <b>Min:</b> 5 years <b>Max:</b> 35 years



Suitable for clients that haven't had a CCJ or Default in the last 6 months

	2 Year Fixed		30 Month Fixed		5 Year Fixed		
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Reversion Rates (Libor +)
70%	4.48%	£1,095	4.48%	£1,195	4.88%	£1,195	5.05%
75%	4.78%		4.78%		5.18%		5.30%
		ERC: 3%, 2%	ERC: 3%, 2%		ERC: 3%,2%,1%,0.5%,0.5%		
Application fee = £135							

### Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs/Defaults:</b> 0 in 6 months (max 4 in 24 months; max 2 allowed in months 7 to 12 or 3 in months 13 to 18) <b>Mortgage/Secured Arrears:</b> 3 missed payments in 24 months (max arrears status of 0 in last 6 months; 0 missed payments in last 12 months; 2 missed payments in months 13 to 18) <b>Unsecured Arrears:</b> 2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored <b>Bankruptcy/IVA:</b> Discharged > 6 years ago <b>Repossessions:</b> None in last 6 years <b>Debt Management Plan:</b> Considered if satisfied over 12 months ago	<b>Age:</b> Minimum 21 years; Maximum 75 years (at end of term) <b>Min Income:</b> £18,000 per application (no foreign currency income. 100% of secondary income accepted) <b>Max Applicants:</b> 2 <b>Employed:</b> Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months <b>Self-Employed:</b> Must have been in their current business for a minimum of 12 months and able to supply 1 year's trading accounts	<b>Min:</b> £25,001 <b>Max:</b> £1m up to 75% LTV <b>Repayment</b> Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy	<b>Min:</b> £70,000 <b>Term</b> <b>Min:</b> 5 years <b>Max:</b> 35 years