



Fulfilling customer *ambitions.* And yours

As a broad specialist lender, we exist to help people succeed. Looking for opportunities to say yes, rather than reasons to say no.

We understand that you have different needs, because your customers do, too. We're here to help them take their next step toward owning a home – or move on from a tough financial situation. By offering simple, inclusive products. A human approach to decision-making. By being easy to work with. And by providing specialist expertise that can always be relied on.

Residential *mortgages*

First-time buyers with low credit scores, self-employed workers with short trading histories, or those looking to consolidate existing debts. They all deserve a chance to fulfil their ambitions – and so do you. With our residential mortgages, you can give the best possible service in the most efficient way.

Residential features

A simple approach to adverse credit

- ✓ Transparent product range based on the registration date of the latest CCJ, default, or secured missed payment
- ✓ No value limit on CCJs and defaults, and no need for them to be satisfied
- ✓ Unsecured credit never affects the product tier
- ✓ No credit scoring
- ✓ Customers in active Debt Management Plans accepted on our DMP range
- ✓ Dedicated range for customers who have a satisfied bankruptcy order or Individual Voluntary Arrangement over three years ago
- ✓ Capital raising permissible without LTV restriction, including for debt consolidation

An inclusive approach to affordability & income

- ✓ No debt-to-income ratio
- ✓ Up to 100% of variable income, such as monthly commission, car allowance and bonuses accepted for affordability
- ✓ Additional income from Universal Credit and Disability Living Allowances accepted
- ✓ Earned income accepted to age 75
- ✓ Term length accepted up to age 80 when the applicant is using non-earned income for affordability
- ✓ Maximum term of 40 years available
- ✓ One year's self-employed trading accepted
- ✓ Latest year used for affordability when trading for two years or more
- ✓ Salary and share of net profit accepted for company directors who own 50% or more of the business
- ✓ Add backs accepted for controlling limited co. directors, including use of home office and pension contributions
- ✓ Day-rate contractors must be in a contract and able to demonstrate a minimum 12 months' history (daily rate x 5 x 46)
- ✓ Interest-only up to 60% LTV with no amendments to criteria. Sale of main residence accepted as repayment vehicle with no pre-defined minimum equity
- ✓ Full income from working visa holders is accepted when applying with an applicant with a permanent right to reside in the UK

First-rate service and support

- ✓ Direct access to your dedicated underwriter from application to offer
- ✓ Human approach to underwriting on all cases
- ✓ Get your questions answered quickly by experienced underwriters on live chat or by telephone
- ✓ Automated valuation models for qualifying remortgage cases supports processing speed at no cost
- ✓ Full access to our experienced sales team face to face, virtually, or by phone
- ✓ Provides your customers with the option to digitally sign offer documents

The below table is for illustration purposes only. You can view a full list of available products and rates on our website.

		Credit Criteria			
		CCJs/ Defaults	Mortgage/ Secured Arrears	Unsecured Arrears	Max LTV
pepper	48	0 in 48 months	0 in 48 months (No arrears balance in last 6 months)	Flexible	90%
pepper	36	0 in 36 months	0 in 36 months (No arrears balance in last 6 months)	Flexible	85%
pepper	24	0 in 24 months	0 in 24 months (No arrears balance in last 6 months)	Flexible	85%
pepper	18	0 in 18 months	0 in 18 months (No arrears balance in last 6 months)	Flexible	85%
pepper	12	0 in 12 months	0 in 12 months (No arrears balance in last 6 months)	Flexible	85%
pepper	6	0 in 6 months	0 in 12 months (No arrears balance in last 6 months)	Flexible	80%

*Applications accepted after 4 months, with completion at 6 months

Pepper Flex

For customers who fall just outside of our standard criteria, there's Pepper Flex. In return for a higher completion fee proportionate to the extra flexibility needed, they land a competitive mortgage instead of higher interest for the life of their loan.

Affordable Home Ownership *mortgages*

So you can help more people, we offer other options to the strict criteria of high street lenders. Our Shared Ownership, Right to Buy, First Homes and Help to Buy mortgages give you and your customers opportunities if they have blips on their credit file.

Affordable Home Ownership features

A simple approach to home buying

- ✓ We don't use credit scores to make decisions
- ✓ Transparent range based on registration date of latest CCJ, default or secured missed payment
- ✓ Unsecured credit never affects product tier
- ✓ Gifted deposits accepted

An inclusive approach to affordability & income

- ✓ No debt-to-income ratio
- ✓ Up to 100% of variable income, such as monthly commission, car allowance and bonuses accepted for affordability
- ✓ Additional income from Universal Credit and Disability Living Allowances accepted
- ✓ Earned income accepted to age 75
- ✓ Term length accepted up to age 80 when the applicant is using non-earned income for affordability
- ✓ Maximum term of 35 years
- ✓ One year's self-employed trading accepted
- ✓ Latest year used for affordability when trading for two years or more
- ✓ Salary and share of net profit accepted for company directors who own 50% or more of the business
- ✓ Add backs accepted for controlling limited co. directors, including use of home office and pension contributions
- ✓ Day-rate contractors must be in a contract and able to demonstrate a minimum 12 months' history (daily rate x 5 x 46)

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pepper 36	0 in 36 months	0 in 36 months (No arrears balance in last 6 months)	Flexible	95%
pepper 24	0 in 24 months	0 in 24 months (No arrears balance in last 6 months)	Flexible	95%

Get in touch

To discuss a case, call our experienced team:

03333 701 101

9.00am - 5.00pm / Mon - Fri

Find your BDM
by scanning
this code



Buy to Let mortgages

Your landlord customers all have specific needs. From first-timers to those with a newly set up SPV, or portfolio landlords who want to raise money. We look at their unique situations to help more of them get the support that matches their ambitions.

Buy to Let features

Flexible enough for landlords' needs

- ✓ We don't credit score
- ✓ Rent calculated at pay rate on 5-year fixed products
- ✓ Maximum of 10 properties in the portfolio
- ✓ Maximum lending of £4m
- ✓ Maximum age of 85 years at end of term
- ✓ Will use valuer's assessment of rent, not what the tenant is paying
- ✓ Capital raising for any legal purpose, including debt consolidation
- ✓ Improved maximum loan up to £2m at 65% LTV or below
- ✓ Properties with EPC A-C allowed up to 80% LTV, EPC D up to 75% LTV, and EPC E up to 70%
- ✓ Multiple deposit sources accepted, including gifted
- ✓ For limited company purchases, existing equity accepted

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pepper	36	0 in 36 months	0 in 36 months (No arrears balance in last 6 months)	Flexible	80%
pepper	24	0 in 24 months	0 in 24 months (No arrears balance in last 6 months)	Flexible	75%
pepper	18	0 in 18 months	0 in 18 months (No arrears balance in last 6 months)	Flexible	75%
pepper	12	0 in 12 months	0 in 12 months (No arrears balance in last 6 months)	Flexible	75%

Interest coverage ratio limits

Property Type	ICR	Borrower	Taxation
Standard	125%	Individual	Standard rate
Standard	140%	Individual	Higher rate
Standard	165%	Individual	Additional rate
Standard	125%	Limited company	
HMO	155%	Individual	
HMO	140%	Limited company	

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