

Commercial Lending Pricing Matrix

Base Line Pricing - For loans at or above £ 1mio, over 3 months Libor rate - For loans below £ 1mio, over BoE Base rate	3.00%
Current 3M LIBOR /Base rate	0.55%/0.50%
Current Base Line Pricing	3.55%/3.50%

Criteria		Rate Loading
LTV	Sub 50%	0.00%
	50.1% to 65%	0.50%
	65.1% to 70%	0.75%
DSCR Calculation	2.00 or Higher OR High Quality Tenants	0.00%
	1.5 to 1.99	0.25%
	1.25 to 1.49	0.50%
	1 - 1.25%	0.75%
Loan Type	Commercial Owner Occupier	0.00%
	Commercial Investment Mortgage	0.00%
	Commercial Property Backed Overdraft	-0.50%
	Property Development Finance (Case by Case)	5.00%
Deviations	Adverse Credit (CCJ's)	To be set by Sanction Committee
	Credit Score higher than Above Average Risk	
	Other policy Deviations	
Property/ Tenant Type	Residential	0.00%
	Retail	0.25%
	Office	0.50%
	Light Industrial Unit/Warehouses	0.75%
	Hotels	1.00%
	Other Types	To be set by the Sanction Committee
	Mixed	Average of the above
Other Considerations	Any other considerations / factors including Repayment holidays, etc.	To be set by the Sanction Committee

Arrangement Fees	2%
Early Redemption Fee	2% of the Principal outstanding for first 5 years.