Shawbrook

Commercial Investment

Lending Criteria

THIS GUIDE IS FOR INTERMEDIARY USE ONLY AND SHOULD NOT BE SHOWN TO POTENTIAL CLIENTS

Contents

- 2 Loan
- 2 Refinance
- 3 Purchase
- 4 Customers
- 5 ID and Residence
- 5 Affordability
- 6 Security
- 6 Flats

- 7 HMO
- 7 Unacceptable Security
- 7 OPCO PROPCO
- 8 Other
- 9 Valuation
- 10 Specialist Reports

Loan		
Minimum Loan	Semi-Commercial £150,000Commercial £150,000	
Maximum Loan	Aggregated exposure limited to £35,000,000 (Where lending against a single asset with a single tenant the maximum property value is limited to £5,000,000)	
Term	Minimum 3 years - Maximum 12 years for interest only loans Minimum 3 years- Maximum 25 years for part or full capital repayment loans	
Repayment Method	Interest only and capital repayment options are available	
Maximum LTV	65% LTV Commercial Property 75% LTV Semi-Commercial Property	

Refinance	
Re-mortgage Period	No minimum length since time of purchase.
Capital Raise	Considered for any legal purpose. Capital raises of more than £150,000 or when more than 50% equity is being removed that are not in keeping with profile should have a satisfactory explanation. Ex-pats can be considered if funds are being used for a further purchase of a UK asset.
Repaying a Bridge	Acceptable when the bridge was used to complete works or an auction purchase. In other scenarios we will need to understand the reason bridging finance was used.
To complete works	Minor works (Décor/internal fittings/general upkeep etc) to the security property are permitted where the value and structural integrity of the building will not be compromised.

Purchase				
Purchase Price	The maximum loan is calculated against the lower of the purchase price or valuation. (See valuation methodology for clarity on what value is to be used).			
	 Subject to: Acceptable when the difference in purchase price and market value is within 20% and the seller is unrelated to our customer. If the difference in market value and purchase price is over 20% then further investigation will be required. If there is evidence of a stressed position of the seller, then we cannot proceed. Family related transfers at nil or below market value are acceptable with an acceptable explanation for the transaction with evidence that the family member is not in a distressed financial situation. We will require:			
Undervalue Purchase	 Mortgage history/credit search (at our discretion) Letter of no interest Clear bankruptcy search against outgoing owner Declaration of Solvency Indemnity policy 			
	Transfers from associated Ltd Companies at less than market value are unacceptable.			
	Increase in value since vendor purchased – For purchases where there has been a substantial increase in value since purchase, we require a written explanation which should be referred to the valuer for comment and validation.			
		purchase agreement and we can understand the reason for the purchase we can consider lending against the higher figure.		
	Source	Details		
	Personal Savings	Evidence of build-up of funds		
	Gift	Acceptable subject to evidence that the third party will hold no interest on the security		
	Directors Loan	Acceptable subject to transfer at full MV		
Deposit	Additional Borrowing	Details of the loan offer should be obtained for an assessment to be made on affordability		
	Vendor Deposits and 2nd Charges	Not acceptable		
	Builders Incentives	LTV reduced by 5%		
	Bounce Back Loans	Are an acceptable form of deposit with supporting evidence of funds within bank statements. These are subject to the loan being used for the benefit of the business.		
	Mini-Bonds	Not acceptable		

Customers			
Age	Applicants (including beneficiaries and guarantors) must be a minimum of 21 years of age and no older than 80 years of age at the start of the mortgage. Applicants aged 70 years of age either at the start or during the term of the mortgage must have a clear succession plan in place to satisfy Shawbrook with the ongoing serviceability of the loan. The applicant must apply for the loan before the date of their 81 st birthday. Applicants who are under 21 years at the start of the term or over 80 years at the end of the term are only acceptable if jointly borrowing with another applicant within policy age limitations above.		
Customer Type	 Individuals (UK, EU and other foreign nationals residing in the UK, see ID section) LTD Company (UK Incorporated) PLC (UK Incorporated) LLP (UK Incorporated) Trusts (Minimum Loan size £1m new loans, Refinances case by case) SIPPS (Minimum Loan size £1m) Expats 		
Ltd, LLP or PLC		nareholding is owned by another company, it will be necessary to trace back obtain the relevant personal guarantees.	
Personal Guarantees	subject to a maximum 100% of the of 25% or more.	ee equal to 25% of the gross loan or £50,000 (whichever is higher and loan size)) will be required from all directors where they have a shareholding personal guarantee equal to 100% of the loan size will be required.	
	CCJs	No unsatisfied in the last 24 months Satisfied in the last 12 months considered by exception Large (>£5,000) historic considered by exception	
	Mortgage / Secured Loan / Tenancy Arrears	0 missed in last 12 months No unpaid historic arrears	
	Defaults	No unsatisfied >£100 in last 24 months	
Credit Status	Unsecured borrowing (not including communications suppliers or utility companies)	No more than 3 instances of arrears or arrangements to pay in last 12 months	
	Bankruptcy/CVA/IVA	Discharged for at least 12 months	
	CIFAS	No adverse fraud data	
	Business Credit Profile	No history of the following within the last 36 months (this extends to associated companies within the same industry): • Receivership • Administration order • Winding up petition • Creditors or Compulsory Liquidation • Disqualified director	
	Commercial and semi commercial	Ownership of a commercial investment property for a minimum of two years or owned and managed at least 2 Investment properties for the last 2 years.	
Experience	Serviced offices or multi-let units on licences, Vacant commercial	2 years relevant sector experience supported by client interview to understand plan to manage the property	
	Ex-pats	At least 2 UK commercial investment properties for a minimum of two years and at least 1 applicant to have a minimum income of £50,000	
	Portfolio Landlords	Successful track record of owning relevant properties in the same sector	
Outside Portfolio		be reviewed to assess long term affordability. A stress rate of 6.5% will be applied m of 125%. The overall gearing of the outside portfolio must not be over 75%.	

ID and Residence	
Residential Status	Applications are acceptable from UK Nationals residing in the UK and EU/EEA and other Foreign Nationals residing in the UK. Ex-pats (UK nationals living or working outside of the UK) are acceptable subject to ex-pat experience. Applications from Foreign Nationals residing outside of the UK where there is no joint UK based joint applicant cannot be accepted.
Proof of Address and ID	Shawbrook uses an automated system for identity and address verification, if this fails or the applicant resides abroad, acceptable evidence will be required. Customers may be required to provide certified signature ID.
ILA	 We will require the following to have independent legal advice: Customers or occupiers over 70. A customer who will not benefit from the proceeds of the advance. A customer who is on the mortgage application but not named on the title.

Affordability

The loan must meet the minimum debt service cover ratios (DSCR) in order that affordability is confirmed.

		 Fixed rate period 5 years or more AND Term 10 years or more 					
			quired as below. d using the produ	ct pay rate.		uired as below. ni commercial loa ct pay rate plus 1	
Property type	Product type	Personal application	Ltd company application	Stress rate = Product Pay Rate	Personal application	Ltd company application	Stress rate =Product Pay Rate plus the stress % noted below
Semi- Commercial Commercial	Cl2 Cl1	145% 130% o	130% r 150%*	Pay rate only	13	0%	Commercial & Semi Commercial - Pay Rate plus 1%

* 150% applicable to serviced offices, or Multi Let units with licences.

The following information may be used to assess affordability and calculate the Debt Service Cover Ratio:

Security Type	What we accept	What do we use
Commercial	Valuer confirmation of Market rent or Passing rental	Whichever is the lower
Semi-Commercial	Valuer confirmation of Market rent or Passing rental	Whichever is the lower
Multi-Unit Block	Valuer confirmation of Market rent or Passing rental	Whichever is the lower
OPCO Propco	Accounts to Evidence a profit after deductions and addbacks. These should reflect the rental paid between the parties.	The Lower of the market rental or the passing rental from the Commercial Lease
Serviced offices or multi-let units on licences.	Valuer confirmation of the adjusted net market rent or net passing rent.	Whichever is the lower

Vacant Units	Where the property is part or fully vacant on completion, the borrower must evidence sufficient outside income to meet the loan payments. If the property is to be let to multiple tenants on licences and there is no trading history available, net market rent is used to calculate affordability. However, it will be a requirement that enough units are let on completion to generate sufficient income to cover the loan payments.		
Capital and Interest	Loan amounts will be calculated on an interest only basis although for borrowers who wish to have a Capital & Interest loan this can be accommodated subject to evidence of supporting income to cover the difference.		
Outside income	 property. Not acceptable for expenditure (e.g., All cases must me An income and expendition and expenditio	 A capital raising for unsecured debt of Car Purchase, Holiday, School feest a minimum standard ICR of 110% A completed form must be completed. A standard outside portfolio stress to a standard outside portfolio stress to a standard outside portfolio stress to a stressed from self-employment. Private or Company Pension, verified by P60 Credit commitments including all mortgages (which should be stressed), credit cards, finance agreements and loans. Essential living costs – to include food, utilities, council tax, phone bills, ground rent, service charge, essential travel, and childcare. 	6. est to apply with any surplus added to a be evidenced on SA302s/accounts and To be verified by SA302, Certified accounts, 3-months payslips in conjunction with bank statements to confirm The declared amounts should be checked against available sources such as bank statements and credit search data. Inces

Security		
Security Summary	 Shawbrook must have 1st legal charge. Commercial and Semi-commercial property let or intended to be let to third parties are acceptable. For semi-commercial properties the residential element is to be self-contained unless one occupant occupies the whole security. Semi-commercial properties are defined as the residential part being greater than 50% of the total value of the site calculated by the higher of the MV or VP of the commercial elements. All other properties will be considered Commercial. 	
Location	England, Scotland, Wales.	
Tenure	Freehold and Feuhold (in Scotland) acceptable. Leasehold with minimum 50 years remaining at the end of the mortgage term is acceptable.	
EPC	We only lend on properties with an A-E rating. Where the property is currently rated D or E, the property owner will be asked to consider improvements to the property to raise the EPC rating to A-C as part of their ongoing maintenance.	
Demand for Sale	Unless stated differently within this criteria document, the maximum LTV is permitted on all security when sales are achievable within 12 months. Please also note rental demand below when determining LTV.	
Demand for Letting	Unless stated differently within this criteria document, the maximum LTV is permitted on all security when letting is achievable within 12 months. We expect the residential element demand for letting to be within 3 months.	
Leases	An acceptable commercial lease should be in place for all tenanted commercial investment property. Licences are acceptable for multi-let commercial property subject to the customer having the required experience.	
Offices	Where the property value is in excess of £2m, a minimum EPC rating of C will be required.	

Flats	
Freehold blocks or flats above commercial	Semi-commercial blocks with multiple flats above can be considered subject to usual criteria. Individual flats within cladded blocks or entire cladded blocks of flats are unacceptable without a satisfactory EWS1 form. Properties rated A1, A2 & B1 are acceptable.
Size of Flats	Minimum size for flats is 30 square metres. When we are lending on blocks of flats, if the individual flats are less than 30 square metres, aggregated individual values cannot be used, only the investment block value can be used.
Ex-Local Authority Flats	Acceptable up to 65% LTV in blocks up to 4 storeys subject to sales demand being achievable within 12 months and expected rental demand of 0-3 months. Acceptable up to 65% LTV in a block of more than 4-storeys in Greater London subject to sales demand being achievable within 12 months and expected rental demand of 0-3 months. Individual flats within cladded blocks or entire cladded blocks of flats are unacceptable without a satisfactory EWS1 form. Properties rated A1, A2 & B1 are acceptable.

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Size	Small HMO defined as those having up to 6 Occupants. Maximum 75% LTV Interest Only subject to sales demand being achievable within 12 months and expected rental demand of 0-3 months. Large HMO defined as those having greater than 6 Occupants. Maximum 75% LTV Interest Only subject to sales demand being achievable within 12 months and expected rental demand of 0-3 months.
Licences	Where the Valuer confirms an HMO Licence is required a valid HMO licence should be evidenced. HMO Refinance. For a refinance within 6 months of the purchase date, if the issuing of the HMO licence has been delayed, the valuation report should confirm the property is a viable HMO and evidence is to be provided confirming the HMO Licence has been applied for. HMO Purchase. The valuation report must confirm the property is a viable HMO.

Unacceptable Security

- Grade 1 Listed/Grade A • (Scotland)
- Cladded blocks of flats . or individual flats in cladded blocks
- Contaminated . land/buildings
- Development sites •
- Freehold flats •
- Land •
- Properties with no valid EPC rating or rating below E (unless exempt)

- Agricultural Properties/land
- Amusement Arcades • •

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- Caravan sites
- Car Showrooms • •
- Casino's •
 - Educational facilities
 - Equestrian Centres
- Fishing lakes •
 - Football /Sports Clubs Golf clubs
 - Gymnasiums

- Holiday lets in holiday/sports • parks
- Holiday parks •
- Hostels
- Hotels •
- Kennels & Catteries •
- Nightclubs
- Nursing/care homes •
- Offices used by religious groups
- Petrol /Ex-Petrol stations
- Places of worship • •

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- Pubs
- Religious meeting places Shopping Centres •
- •
- Social clubs .
- Waste transfer sites

OPCO PROPCO	
OPCO PROPCO	Commercial property owner occupied sites are defined as where the client or a direct family member occupies the property (OPCO PROPCO). Whilst wholly owner occupied sites and trading business are not acceptable, part owner occupied sites can be considered subject to income from the investment element covering 100% DSCR. We require, as a minimum, the provision of 12 months trading accounts to support the application. The applicant must have a minimum 2 year trading history. The latest accounts from the operating company should show a profit after deductions and addbacks. These should reflect the rental that is paid between the two parties and be in line with market rental. The accounts assessment is to be based on the most recent trading performance. Consideration to be given to the sector and if the performance is sustainable. A formal lease is required to be in place at completion. Licences and short term lets are not acceptable. A copy of the commercial lease between the two parties will be required with passing rent being in line with market rent confirmed by the surveyor. The property value will be considered on a vacant possession basis with reletting and resale demand within 12 months being required. Minimum loan size £300,000

Other			
Flying/Creeping Freehold	The maximum amount of flying or creeping freehold that we can consider is 15%.		
Second Charge	When taking 1st charge Commercial or Semi Commercial security, 2nd charges are acceptable on residential property up to 70% LTV (Taking into account the 1st charge balance) with a minimum of £25,000 equity being attributed to the 2nd charge property; Subject to maximum loan of 100% of the lower of the value or purchase price of the 1st charge security.		
Subsequent Charges	 Required when: The customer owns additional neighbouring property which shares the same access way, rights of support and services as the security property (this would be common in terraced housing or neighbouring parcels of land). These subsequent charges to be registered on the neighbouring properties/land do not need to be first ranking charges. Where we are offered long leasehold security and the customer, or a related company/person, owns the freehold, a charge over the freehold is also required. 		
Solar Panel	Acceptable subject to valuer commentary and terms of the lease arrangement (when solar panels owned by third party).		
Japanese Knotweed	These can be considered on a case by case basis subject to evidence of implementation of a professional treatment plan with insurance backed guarantee.		
Concentration by Volume	Shawbrook consider property postcode on a case by case basis being considerate to the customers Shawbrook and non-Shawbrook portfolio.		
Regulation	 Shawbrook cannot consider applications that may be deemed as regulated transactions. These also include: The Customer intends to reside in the property taken as security and the residential element of the security (including associated land) forms more than 40% of the total floor area of the entire security (including land). Applications where our customer or a relative of the customer resides at the security at the point of completion; or where they have resided at the security in the last 12 months and intend to move back there in the future Ex-pat applications if the customer intends to move into the security upon their return to the UK Applications when the current vendor will occupy the security after completion, and this equates to more than 40% of the total floor area of the entire security (including land). HMO accommodation where a family member or the customer resides 		
Non-Standard Construction	 Any Prefabricated Reinforced Concrete (PRC) dwelling which has not been repaired under the PRC (Homes) Ltd licensed repair scheme is unacceptable. Wimpey No-fines are acceptable, other no-fines systems are unacceptable. Laing Easiform built after 1945 are acceptable. Steel Framed Dwellings are acceptable if readily marketable and mortgageable. Large Panel Systems (LPS) are unacceptable. Timber Framed Dwellings built prior to 1970 are unacceptable, properties built after 1970 but without brick/rendered block external facings are considered on their individual merits. Mundic properties are acceptable only if a Concrete Screening Test has been prepared strictly in accordance with the latest RICS Guidance and the concrete has been classified as A or A/B. Suspect concrete purpose-built and converted flats will not be considered acceptable, unless the entire block has been tested and the concrete classified as A or A/B. 		
Modern Methods of Constructions	The following sustainable construction types are acceptable for buildings constructed 2010 or later: • Structural Insulated Panels (SIPs) • Insulated Concrete Formwork (ICF) • ThermoPlan • Kingspan TEK Haus • Beco Wallform • Cidark P3 System • Durisol Block • Rockwool Duo Slab • Hemcrete/Hempcrete • HufHaus Suitable warranty documentation and architects sign off (including details of that architects PII) are required. Other modern/sustainable methods of construction can be considered on a case-by-case basis.		

A Bank appointed valuation report addressed to the Bank from the pre-approved panel of surveyors with sufficient PI cover must be held.

Volidity of Depart			
Validity of Report	Valuations are valid for 6 months.		
Qualifications	Fellow of the Royal Institution of Chartered Surveyors (FRICS) Member of the Royal Institution of Chartered Surveyors (MRICS)		
Valuation Methodology	Security Type	What value we use	
	Commercial and Semi-Commercial Property	The lower of Market value (MV) or Vacant Possession (VP) value.	
		Semi-commercial properties are defined as the residential part being greater than 50% of the total value of the site <u>calculated by</u> <u>the higher of the MV or VP of the commercial elements</u> . All other properties will be considered Commercial.	
	Single Residential Flat/House	Comparable valuation method with Open Market Value confirmed by the surveyor or an AVM. (See BTL Criteria)	
	Block of Flats (up to 10)	Where the property comprises individual units e.g. self-contained flats, which are capable of sale separately within a 12-month period these can be considered on an aggregated basis.	
	Block of Flats (11 and more)	The valuation will be based primarily on the capitalised rental income. Consideration will be given to comparable sales evidence of other similar investment property.	
	Small HMO (up to 6 tenants)	If the property is being used as an HMO, but the works to convert it back to a single-family dwelling are minimal, then a single dwelling value based on direct comparable evidence will be used.	
		If the property has been extensively adapted to meet HMO legislation (e.g., changes to room sizes or added ensuite facilities) then the valuer may reflect a premium element to reflect the cost of works, but this will be determined by demand and the location.	
	Small HMO (up to 6 tenants) in an Article 4 Direction area	If the property is in an area of Article 4 then a yield-based investment valuation may be appropriate considering comparable yields in the area. Given that Article 4 Direction is in place, the property must hold C4 planning use. However, the increasing use of City-wide Article 4 directives means that the premium can be significantly diluted, if present at all.	
	Large HMO (7 and more tenants)	Will tend to be a yield-based investment valuation: valuer will consider comparable yields in the area and similar sized large houses. Planning must be in place for the property to be used as a large HMO (Sui Generis).	

Report	Note	Requirements	Qualifications
Structural	Where the valuer has confirmed evidence of ongoing movement.	 Structural engineers report If movement noted: 100% retention Reinspection Insurance backed guarantee 	FIStruct.E or C. Eng or MIStruct.E
Dry Rot	Where the valuer has confirmed the possibility of or evidence of Dry Rot.	 Dry Rot report If Dry Rot noted: 100% retention Reinspection Insurance backed guarantee 	PCA
Wall Tie	Where the valuer has confirmed that there is evidence of possible wall tie failure.	 Cavity Wall tie report If evidence of failure: 100% retention Reinspection Insurance backed guarantee 	FIStruct.E or C. Eng or MIStruct.E
Environmental	Where the valuer has confirmed that there is evidence of possible contamination or other environmental issues.	 Desktop environmental report If the report confirms that there is evidence of contamination or that further in-depth environmental reports required, we cannot consider lending 	Enviroscreen or similar
Roofing	Where the valuer makes comment that the roof is not watertight or where it is recommended that the roof requires immediate overhaul.	 Estimate for works 100% retention Reinspection Insurance backed guarantee 	
	Where the valuer makes other comments relating to the roof which are not referring to its structural integrity or water tightness, but which need specialist comment.	 Roofing report Confirmation from valuer valuation not affected Lend against before works valuation 	
Building Survey	If a property has a number of outstanding repairs the valuer may make a recommendation for a detailed survey.	 Building survey report Depending on level of works a full retention and reinspection maybe required 	MRICS or FRICS
Damp Rot, Wood Infestation and Defective Gas or Electrical Installation	Where the valuer makes reference to these defects or the need for specialist reports.	Reports are only required before formal offer if the level of works / suggested retention equates to more than 3% of the Property value. The valuer must confirm the security is marketable in its current condition and we must work against the current value. If there are no further derogatory comments than a copy of the report is not required before completion.	PCA, Gas Safe, NICEIC
EPCs	Minimum EPC rating of E required	Where the valuer states there is no current EPC or that the current rating is sub- standard (below E) confirmation is required from applicant as to the proposal to ensure the property meets the required standards.	

Shawbrook

Shawbrook Bank Limited

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