

# Residential Product Guide

June 2020

- ✓ Introducing Pepper Light, for clients with no CCJs
- ✓ Rates starting from 3.70%



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

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# 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 4.80%

## 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

## Minimum Income £18k

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

## CCJs

- Don't need to be satisfied
- Standard range no volume limits up to the total value of £2,500
- Can be registered as recently as 12 months ago

## Defaults

- Don't need to be satisfied and no value limit
- Can be registered as recently as 12 months ago
- 2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored (applicable to Pepper 24, 18 and 12 products - excluding DMP)

## 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 shift allowance
- 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



# pepper48 - Light

Suitable for clients that haven't had a Default in the last 48 months and who have never had a CCJ

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
75%	3.70%	£1,295	3.90%	£1,295	3.90%
80%	4.00%		4.05%		4.15%
ERC: 3%, 2%			ERC: 4%, 4%, 3%, 3%, 2%		
Application fee = £135					

## Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs:</b> 0 <b>Defaults:</b> 0 in 48 months <b>Mortgage/Secured Arrears:</b> 0 in 48 months (No arrears balance 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> £1m up to 75% LTV, and £750,000 up to 80% 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 48 months

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
75%	3.80%	£1,295	4.00%	£1,295	3.90%
80%	4.10%		4.15%		4.15%
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>CCJ Value:</b> Up to a maximum £2,500 combined total <b>Mortgage/Secured Arrears:</b> 0 in 48 months (No arrears balance 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> £1m up to 75% LTV, and £750,000 up to 80% 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

# pepper36 - Light

Suitable for clients that haven't had a Default in the last 36 months and who have never had a CCJ

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
75%	3.80%	£1,295	4.15%	£1,295	3.90%
80%	4.20%		4.35%		4.15%
ERC: 3%, 2%			ERC: 4%, 4%, 3%, 3%, 2%		
Application fee = £135					

## Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs:</b> 0 <b>Defaults:</b> 0 in 36 months <b>Mortgage/Secured Arrears:</b> 0 in 36 months (No arrears balance 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> £1m up to 75% LTV, and £750,000 up to 80% 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

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
75%	3.90%	£1,295	4.25%	£1,295	3.90%
80%	4.30%		4.45%		4.15%
ERC: 3%, 2%			ERC: 4%, 4%, 3%, 3%, 2%		
Application fee = £135					

Key Criteria							
Credit Criteria		Applicant		Loan Size		Property Value	
<b>CCJs:</b>	0 in 36 months	<b>Age:</b>	Minimum 21 years; Maximum 75 years (at end of term)	<b>Min:</b>	£25,001	<b>Min:</b>	£70,000
<b>CCJ Value:</b>	Up to a maximum £2,500 combined total	<b>Min Income:</b>	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	<b>Max:</b>	£1m up to 75% LTV, and £750,000 up to 80% LTV		
<b>Defaults:</b>	0 in 36 months	<b>Max Applicants:</b>	2	<b>Repayment</b>		<b>Term</b>	
<b>Mortgage/Secured Arrears:</b>	0 in 36 months (No arrears balance in last 6 months)	<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>Bankruptcy/IVA:</b>	Discharged > 6 years ago	<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>Repossessions:</b>	None in last 6 years						
<b>Debt Management Plan:</b>	Considered if satisfied over 12 months ago						

Suitable for clients that haven't had a Default in the last 24 months and who have never had a CCJ

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	4.45%	£1,295	4.55%	£1,295	3.75%
75%	4.65%		4.75%		3.90%
ERC: 3%, 2%			ERC: 4%, 4%, 3%, 3%, 2%		
Application fee = £135					

Key Criteria					
Credit Criteria		Applicant		Loan Size	Property Value
<b>CCJs:</b>	0	<b>Age:</b>	Minimum 21 years; Maximum 75 years (at end of term)	<b>Min:</b>	£25,001
<b>Defaults:</b>	0 in 24 months	<b>Min Income:</b>	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	<b>Max:</b>	£1m up to 75% LTV
<b>Mortgage/Secured Arrears:</b>	0 in 24 months (No arrears balance in last 6 months)	<b>Max Applicants:</b>	2	<b>Repayment</b>	
<b>Unsecured Arrears:</b>	2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored	<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>Bankruptcy/IVA:</b>	Discharged > 6 years ago	<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>Term</b>	
<b>Repossessions:</b>	None in last 6 years			<b>Min:</b>	5 years
<b>Debt Management Plan:</b>	Considered if satisfied over 12 months ago			<b>Max:</b>	35 years

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

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	4.55%	£1,295	4.65%	£1,295	3.75%
75%	4.75%		4.85%		3.90%
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>Age:</b>	Minimum 21 years; Maximum 75 years (at end of term)	<b>Min:</b>	£25,001	<b>Min:</b>	£70,000
<b>CCJ Value:</b>	Up to a maximum £2,500 combined total	<b>Min Income:</b>	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	<b>Max:</b>	£1m up to 75% LTV		
<b>Mortgage/Secured Arrears:</b>	0 in 24 months (No arrears balance in last 6 months)	<b>Max Applicants:</b>	2	<b>Repayment</b>		<b>Term</b>	
<b>Unsecured Arrears:</b>	2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored	<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>Bankruptcy/IVA:</b>	Discharged > 6 years ago	<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>Repossessions:</b>	None in last 6 years						
<b>Debt Management Plan:</b>	Considered if satisfied over 12 months ago						



# pepper18 - Light

Suitable for clients that haven't had a Default in the last 18 months and who have never had a CCJ

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

LTV	2 Year Fixed		5 Year Fixed		Reversion Rates (LMR +)
	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	5.15%	£1,295	5.40%	£1,295	4.05%
75%	5.35%		5.60%		4.20%
ERC: 3%, 2%			ERC: 4%, 4%, 3%, 3%, 2%		
Application fee = £135					

## Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
<b>CCJs:</b> 0 <b>Defaults:</b> 0 in 18 months <b>Mortgage/Secured Arrears:</b> 0 in 18 months (No arrears balance 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> £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

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	5.25%	£1,295	5.50%	£1,295	4.05%
75%	5.45%		5.70%		4.20%
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 18 months <b>CCJ Value:</b> Up to a maximum £2,500 combined total <b>Mortgage/Secured Arrears:</b> 0 in 18 months (No arrears balance 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> £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 Default in the last 12 months and who have never had a CCJ

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	5.85%	£1,295	5.95%	£1,295	4.35%
75%	6.05%		6.15%		4.60%
ERC: 3%, 2%			ERC: 4%, 4%, 3%, 3%, 2%		
Application fee = £135					

Key Criteria					
Credit Criteria		Applicant		Loan Size	Property Value
<b>CCJs:</b>	0	<b>Age:</b>	Minimum 21 years; Maximum 75 years (at end of term)	<b>Min:</b>	£25,001
<b>Defaults:</b>	0 in 12 months	<b>Min Income:</b>	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	<b>Max:</b>	£1m up to 75% LTV
<b>Mortgage/Secured Arrears:</b>	0 in 12 months (No arrears balance in last 6 months)	<b>Max Applicants:</b>	2	<b>Repayment</b>	
<b>Unsecured Arrears:</b>	2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored	<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>Bankruptcy/IVA:</b>	Discharged > 6 years ago	<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>Term</b>	
<b>Repossessions:</b>	None in last 6 years			<b>Min:</b>	5 years
<b>Debt Management Plan:</b>	Considered if satisfied over 12 months ago			<b>Max:</b>	35 years

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

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

2 Year Fixed			5 Year Fixed		Reversion Rates (LMR +)
LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	5.95%	£1,295	6.05%	£1,295	4.35%
75%	6.15%		6.25%		4.60%
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 12 months	<b>Age:</b>	Minimum 21 years; Maximum 75 years (at end of term)	<b>Min:</b>	£25,001	<b>Min:</b>	£70,000
<b>CCJ Value:</b>	Up to a maximum £2,500 combined total	<b>Min Income:</b>	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	<b>Max:</b>	£1m up to 75% LTV		
<b>Mortgage/Secured Arrears:</b>	0 in 12 months (No arrears balance in last 6 months)	<b>Max Applicants:</b>	2	<b>Repayment</b>		<b>Term</b>	
<b>Unsecured Arrears:</b>	2 individual utility, communication or mail order account defaults up to and including £150.00 each ignored	<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>Bankruptcy/IVA:</b>	Discharged > 6 years ago	<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>Repossessions:</b>	None in last 6 years						
<b>Debt Management Plan:</b>	Considered if satisfied over 12 months ago						

Suitable for clients that are in a Debt Management Plan or have satisfied one in the last 12 months

LMR = 1.50%  
Effective for all new business  
from 21 January 2020

		2 Year Fixed		5 Year Fixed		Reversion Rates	Credit Criteria	
	LTV	Initial Rate	Comp Fee	Initial Rate	Comp Fee	LMR +	CCJs/ Defaults	Mortgage/ Secured Arrears
<b>pepper24</b> DMP	70%	4.80%	£995	4.90%	£995	3.75%	0 in 24 months	0 in 24 months (No arrears balance in last 6 months)
<b>pepper18</b> DMP	70%	5.40%		5.60%		4.05%	0 in 18 months	0 in 18 months (No arrears balance in last 6 months)
<b>pepper12</b> DMP	70%	6.05%		6.15%		4.35%	0 in 12 months	0 in 12 months (No arrears balance in last 6 months)
ERC: 3%, 2%			ERC: 4%, 4%, 3%, 3%, 2%					
Application fee = £135								

Key Criteria							
Credit Criteria		Applicant		Loan Size		Property Value	
<b>CCJ Value:</b>	Up to a maximum £2,500 combined total	<b>Age:</b>	Minimum 21 years; Maximum 75 years (at end of term)	<b>Min:</b>	£25,001	<b>Min:</b>	£70,000
<b>Bankruptcy/IVA:</b>	Discharged > 6 years ago	<b>Min Income:</b>	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	<b>Max:</b>	£1m up to 70% LTV		
<b>Repossessions:</b>	None in last 6 years	<b>Max Applicants:</b>	2	<b>Repayment</b>		<b>Term</b>	
<b>Debt Management Plan:</b>	Accepted for active or satisfied in the last 12 months  Must have been in the DMP for at least 12 months and able to provide proof of satisfactory payments from DMP provider  For remortgages, capital raising can be considered to clear the DMP  No more than 1 active DMP per application	<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