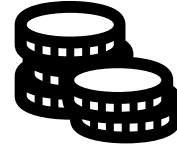


# What Do We Mean by Specialist?



Self – Employed



High Earners



Variable Income



Credit Profiles



Hero Mortgages



Buy to Let

# Self-Employed

***Sole Traders, Limited Company Directors, Contractors,  
Freelancers, Gig-Economy***

- Only 1 Year trading History required up to 85% LTV
- Most recent years figures considered for affordability
- Salary & Net profit share (after Corporation tax) for Limited Company Directors
- Contractor income calculated on current weekly contract x 48 weeks
- CIS Contractors – 12 months vouchers



**Kensington**

# Variable / Complex Income



**“Complex doesn’t mean complicated...”**

- Up to 100% of Variable income considered for affordability, with a 2 year track record with same employer (50% if less than 2 years)
  
- No limit on Basic / Variable split
  - Commission & Bonuses
  - Overtime
  - Banking Hours
  - Shift Allowance
  - Zero Hours Contracts
  - Secondary incomes considered too – Pensions, Rental Income, UK Investments, Child Benefit

# The Hero Mortgage

*Mortgages for public sector employed 'Key Workers'*

- **Emergency Services**
  - Police
  - Firefighters
  - NHS Clinicians including Nurses & Paramedics
  
- **Armed Forces personnel**
  - Army
  - Navy
  - RAF
  
- **Teachers & Lecturers**
  - Primary School up to College / University Level
  
- **Up to 5 x income**, subject to affordability
  
- Up to 85% LTV
  
- Maximum age 40 at application



Kensington

# Mortgages for High Earners



Kensington

- Up to 6 x income subject to affordability
- £100,000 combined income on application
- Loans up to £1,500,000, up to 80 LTV
- First Time Buyer loans up to £1,000,000
- No employment restrictions
- Enhanced Interest Only up to 75% LTV
  - One applicant earning £75,000+

# Credit History

- No Credit Score...underwriter decision based on conduct
- Historic CCJs, Defaults and Secured Loan arrears considered
  - **36 months – Select, Hero Mortgage, High Earners Criteria & EKO**
  - **24 months – Core, Help to Buy & Right to Buy**
- Unsecured arrears up to Status 2 in last 12 months considered
- Debt Management Plans considered
- Communication & small utility Defaults (up to £100) ignored
- Historic Pay day loans considered
  - No new loans taken in the last 12 months
- Historic Repossessions considered
  - 36 months +

# Buy to Let

- Loans available to 75% LTV (as of 15/2 – higher LTV products imminent)
- Let to Buy accepted
- Limited Company available on all products (up to 4 Directors permitted)
- Limited Company treated as separate borrower for portfolio rules
- No limit on background portfolio size (maximum £2M borrowing with Kensington)
- Maximum age 70 at application
- No minimum income for existing home owners (£40,000 for First Time Buyers)
- HMO & MUBs up to 75% LTV



Kensington

# ***Residential Semi - Exclusive***

## **Residential EXCLUSIVE products**

- 90% LTV products
- 2 year & 5 year fixed rates available
- Purchase & Remortgage
- No Fee option
- Free Valuation option
- Free Legal / £250 cash back option
- 'Select' Criteria applied (36 months)

## ***There's More!***

- EKO Cashback Mortgage
- New Build
  - Help to Buy relaunched 10<sup>th</sup> February
  - New Build up to 90% LTV – Houses & Flats
  - 5% Builders contribution acceptable
- Interest Only up to 50% LTV considered for all applicants
- Property Plus
- Right to Buy – 17<sup>th</sup> February relaunch



# Requirements

➤ Minimum Packaging requirements:

- ✓ **Proof of income**
  - ✓ 3 x Pay Slip & P60
  - ✓ SA302 / Tax Year Overview
  - ✓ Finalised Accounts
  - ✓ Copy of current contract
- ✓ **Proof of deposit**
  - ✓ Donor Declaration & Donor I.D where applicable
- ✓ **Signed Declarations**
- ✓ **Payment of valuation fee (where applicable)**
- ✓ **3 months mortgage payments in customer bank account\*\*\***



Kensington

# WORKING TOGETHER WORKS



Kensington



**90% LTV Residential SEMI  
- EXCLUSIVE products for  
Connect IFA Packager**



**Digital Criteria assistance  
offers 24/7 support in  
addition to our BDU team**



**We can lend to self-  
employed customers who  
only have 1 years trading  
history**



**Variable income & second  
incomes considered to  
enhance affordability**



**Our Hero Mortgage –  
offering up to 5x income  
for specific key workers**



**We offer affordability  
stretches of up to 6x  
incomes for certain cases**



**We can help clients with  
low credit scores, adverse  
history and recent 'blips'**



**We lend to LTD  
Companies who are  
looking for a BTL,  
ignoring any personal  
background properties**



**Products for New Build,  
Right to Buy, Property  
Plus & EKO**



**Direct Packager Support  
Line – 0333 300 0185**