



# MORTGAGE PRODUCT GUIDE

**22<sup>nd</sup> September 2023**

**\*\*Limited time only\*\***

Terms and Conditions will apply.

Subject to availability.

Rates are correct as of 22<sup>nd</sup> September 2023. Rates can change without notice.

Applications will only be honoured where a full application has been submitted and all fees have been paid.

For further information, please contact your Relationship Manager.



**Your property may be repossessed if you do not keep up repayments on a mortgage or loan secured on it.**

Cynergy Bank is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority

# Cynergy Bank Consumer Mortgage

Minimum loan size £250,000 - £2,000,000

## Tracker rate - purchase and re-mortgage

### Residential mortgages

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
2 years	70%	7.82% (CBBR <sup>*</sup> + 2.57%)	9.14% (CBBR+ 3.89%) variable for the remaining term*	£995 <sup>1</sup>	9.2%	Year 1 - 2% Year 2 - 1%
	80%	7.94% (CBBR <sup>*</sup> + 2.69%)		£995 <sup>1</sup>	9.3%	

## Fixed rate – purchase and re-mortgage

### Residential mortgages

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
2 years	70%	7.73%	9.14% (CBBR+ 3.89%) variable for the remaining term*	£995 <sup>1</sup>	9.2%	Year 1 - 2% Year 2 - 1%
	80%	7.85%		£995 <sup>1</sup>	9.2%	

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
5 years	70%	7.16%	9.14% (CBBR+ 3.89%) variable for the remaining term*	£995 <sup>1</sup>	8.6%	Year 1 - 5% Year 2 - 4% Year 3 - 3% Year 4 - 2% Year 5 - 1%
	80%	7.20%		£995 <sup>1</sup>	8.6%	

#### Representative example:

A capital and interest mortgage of £750,000 payable over 25 years on a fixed rate of 7.73% for 2 years and then our Cynergy Bank Variable Rate currently 9.14%, for the remaining term would require 24 monthly payments of £5,655.12 and 276 monthly payments of £6,329.38. The total amount payable would be £1,883,767.68 made up of the loan amount plus interest, £25 Telegraphic Transfer Fee and £995 Product Fee. The overall cost for comparison is 9.2% APRC representative.

\* Cynergy Bank Mortgage Base Rate (CBBR) currently 5.25%

<sup>1</sup> Product Fees: Payable on completion. Can be added to the loan however the loan including fees may not exceed the maximum product Loan-to-Value (LTV). The LTV is the amount of the loan compared to the value of the property.

<sup>^</sup>The APRC shows, as a percentage, the annual cost of a mortgage over its lifetime. It incorporates all relevant charges (including fees) that relate to the mortgage borrowing.

# Cynergy Bank Wealth Mortgage

Minimum loan size £750,000 - £10,000,000

**Only available to clients who meet the Financial Conduct Authority's definition of a High Net-Worth Customer:**  
 High Net-Worth mortgage customer - A customer with an annual net income of no less than £300,000 or net assets of no less than £3,000,000, or whose obligations are guaranteed by a person with an income or assets of such amount.  
 A dedicated Relationship Manager will be allocated for application and for on-going account management thereafter.

## Tracker rate - purchase and re-mortgage

### Residential mortgages

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
2 years	70%	7.55% <small>(CBBR<sup>*</sup> + 2.30%)</small>	9.14% (CBBR+ 3.89%) variable for the remaining term*	0.50% <sup>1</sup>	9.2%	No ERC's
	80%	7.68% <small>(CBBR<sup>*</sup> + 2.43%)</small>		0.50% <sup>1</sup>	9.3%	

## Fixed rate – purchase and re-mortgage

### Residential mortgages

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
2 years	70%	7.45%	9.14% (CBBR+ 3.89%) variable for the remaining term*	0.50% <sup>1</sup>	9.2%	Year 1 - 2% Year 2 - 1%
	80%	7.58%		0.50% <sup>1</sup>	9.2%	

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
5 years	70%	6.99%	9.14% (CBBR+ 3.89%) variable for the remaining term*	0.50% <sup>1</sup>	8.5%	Year 1 - 5% Year 2 - 4% Year 3 - 3% Year 4 - 2% Year 5 - 1%
	80%	7.03%		0.50% <sup>1</sup>	8.5%	

\* Cynergy Bank Mortgage Base Rate (CBBR) currently 5.25%

<sup>1</sup> Product Fees: Payable on completion. Can be added to the loan, however the loan including fees may not exceed the maximum product Loan-to-Value (LTV). The LTV is the amount of the loan compared to the value of the property.

<sup>^</sup>The APRC shows, as a percentage, the annual cost of a mortgage over its lifetime. It incorporates all relevant charges (including fees) that relate to the mortgage borrowing.

# Cynergy Bank Structured Wealth Lending

Minimum loan size £750,000 - £10,000,000

**Only available to clients who meet the Financial Conduct Authority Definition:**

High Net-Worth mortgage customer - A customer with an annual net income of no less than £300,000 or net assets of no less than £3,000,000, or whose obligations are guaranteed by a person with an income or assets of such amount.

**The Applicant may also be utilising one or more of the following:**

- Foreign income for affordability
- Monetisation of assets
- Complex property ownership structures
- Trust customers

A dedicated Relationship Manager will be allocated for application and for on-going account management thereafter.

## Tracker rate - purchase and re-mortgage

### Residential mortgages

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
2 years	70%	7.25% (CBBR <sup>*</sup> + 2.00%)	9.14% (CBBR+ 3.89%) variable for the remaining term*	1% <sup>1</sup>	9.2%	NO ERC's
	80%	7.44% (CBBR <sup>*</sup> + 2.19%)		1% <sup>1</sup>	9.3%	

## Fixed rate – purchase and re-mortgage

### Residential mortgages

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
2 years	70%	7.15%	9.14% (CBBR+ 3.89%) variable for the remaining term*	1% <sup>1</sup>	9.2%	Year 1 - 2% Year 2 - 1%
	80%	7.27%		1% <sup>1</sup>	9.2%	

Term	Max LTV	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
5 years	70%	6.83%	9.14% (CBBR+ 3.89%) variable for the remaining term*	1% <sup>1</sup>	8.5%	Year 1 - 5% Year 2 - 4% Year 3 - 3% Year 4 - 2% Year 5 - 1%
	80%	6.87%		1% <sup>1</sup>	8.5%	

\* Cynergy Bank Mortgage Base Rate (CBBR) currently 5.25%

<sup>1</sup> Product Fees: Payable on completion. Can be added to the loan, however the loan including fees may not exceed the maximum product Loan-to-Value (LTV). The LTV is the amount of the loan compared to the value of the property.

<sup>^</sup>The APRC shows, as a percentage, the annual cost of a mortgage over its lifetime. It incorporates all relevant charges (including fees) that relate to the mortgage borrowing.

# Cynergy Bank Self Build Mortgage

Minimum loan size £750,000 - £10,000,000

**Only available to clients who meet the Financial Conduct Authority Definition:**

High Net-Worth mortgage customer - A customer with an annual net income of no less than £300,000 or net assets of no less than £3,000,000, or whose obligations are guaranteed by a person with an income or assets of such amount.

**The Applicant may also be utilising one or more of the following:**

- Foreign income for affordability
- Monetisation of assets
- Complex property ownership structures
- Trust customers

A dedicated Relationship Manager will be allocated for application and for on-going account management thereafter.

## Tracker rate - purchase and re-mortgage

### Self Build Mortgages

Term	Max LTGDV	Max LTC	Initial rate	Reversion rate	Product fee	APRC <sup>^</sup>	ERC
Min - 6 months Max - 2 years	65%	75%	8.74% <small>(CBBR<sup>*</sup> + 3.49%)</small>	9.14% (CBBR+ 3.89%) variable for the remaining term*	1% <sup>1</sup>	10.2%	Year 1 - 2% Year 2 - 1%

\* Cynergy Bank Mortgage Base Rate (CBBR) currently 5.25%

<sup>1</sup> Product Fees: Payable on completion. Can be added to the loan, however the loan including fees may not exceed the maximum product Loan to Cost (LTC). The LTC is the amount of the loan compared to the cost of the build.

<sup>^</sup>The APRC shows, as a percentage, the annual cost of a mortgage over its lifetime. It incorporates all relevant charges (including fees) that relate to the mortgage borrowing.

# Cynergy Bank Consumer Loyalty Mortgage Product

Available to existing mortgage customers where their residential mortgage product is **coming to an end**, or your residential mortgage product has already expired.

For High Net Worth Customers please refer to pages 7 & 8 of this document.

## Tracker rate – existing customers

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
2 years	70%	7.34% <small>(CBBR* + 2.09%)</small>	9.14% (CBBR+ 3.89%) variable for the remaining term*	9.1%	Year 1 - 2% Year 2 - 1%
	80%	7.44% <small>(CBBR* + 2.19%)</small>		9.1%	Year 1 - 2% Year 2 - 1%

## Fixed rate – existing customers

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
2 years	70%	5.84%	9.14% (CBBR+ 3.89%) variable for the remaining term*	8.8%	Year 1 - 2% Year 2 - 1%
	80%	5.89%		8.8%	

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
5 years	70%	5.84%	9.14% (CBBR+ 3.89%) variable for the remaining term*	7.9%	Year 1 - 5% Year 2 - 4% Year 3 - 3% Year 4 - 2% Year 5 - 1%
	80%	5.89%		7.9%	

\* Cynergy Bank Mortgage Base Rate (CBBR) currently 5.25%

1 Product Fees: Payable on completion. Can be added to the loan, however the loan including fees may not exceed the maximum product Loan-to-Value (LTV). The LTV is the amount of the loan compared to the value of the property.

<sup>^</sup>The APRC shows, as a percentage, the annual cost of a mortgage over its lifetime. It incorporates all relevant charges (including fees) that relate to the mortgage borrowing.

# Cynergy Bank Wealth Loyalty Mortgage Product

Available to existing High Net Worth mortgage customers who originally used the Wealth Mortgage product **coming to an end**, or your Wealth Mortgage product has already expired.

## Tracker rate – existing customers

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
2 years	70%	7.04% <small>(CBBR* + 1.79%)</small>	9.14% (CBBR+ 3.89%) variable for the remaining term*	9.0%	NO ERC's
	80%	7.34% <small>(CBBR* + 2.09%)</small>		9.1%	NO ERC's

## Fixed rate – existing customers

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
2 years	70%	6.69%	9.14% (CBBR+ 3.89%) variable for the remaining term*	9.0%	Year 1 - 2% Year 2 - 1%
	80%	6.89%		9.0%	

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
5 years	70%	6.29%	9.14% (CBBR+ 3.89%) variable for the remaining term*	8.1%	Year 1 - 5% Year 2 - 4% Year 3 - 3% Year 4 - 2% Year 5 - 1%
	80%	6.49%		8.2%	

\* Cynergy Bank Mortgage Base Rate (CBBR) currently 5.25%

<sup>^</sup>The APRC shows, as a percentage, the annual cost of a mortgage over its lifetime. It incorporates all relevant charges (including fees) that relate to the mortgage borrowing.

# Cynergy Bank Structured Wealth Loyalty Mortgage Product

Available to existing High Net Worth mortgage customers who originally used the Wealth Structured Mortgage product coming to an end, or your Wealth Structured Mortgage product has already expired.

## Tracker rate – existing customers

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
2 years	70%	7.04% (CBBR* + 1.79%)	9.14% (CBBR+ 3.89%) variable for the remaining term*	9.0%	NO ERC's
	80%	7.34% (CBBR* + 2.09%)		9.1%	NO ERC's

## Fixed rate – existing customers

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
2 years	70%	6.69%	9.14% (CBBR+ 3.89%) variable for the remaining term*	9.0%	Year 1 - 2% Year 2 - 1%
	80%	6.89%		9.0%	

Term	Max LTV	Initial rate	Reversion rate	APRC <sup>^</sup>	ERC
5 years	70%	6.29%	9.14% (CBBR+ 3.89%) variable for the remaining term*	8.1%	Year 1 - 5% Year 2 - 4% Year 3 - 3% Year 4 - 2% Year 5 - 1%
	80%	6.49%		8.2%	

\* Cynergy Bank Mortgage Base Rate (CBBR) currently 5.25%

<sup>^</sup>The APRC shows, as a percentage, the annual cost of a mortgage over its lifetime. It incorporates all relevant charges (including fees) that relate to the mortgage borrowing.



## Loan to Value

The following Loan to Values apply for Consumer Mortgages

Cynergy Bank Consumer Mortgages - Maximum Lending £2 million		
Type	Max LTV	Max lending
Residential capital repayment mortgages	80%	Up to £1 million
	70%	>£1million - £2 million
Interest only (including part & part)	70%	Up to £2 million
Lending in Retirement - (for customers already in retirement)		
Type	Max LTV	Max lending
Residential capital repayment mortgages	75%	Up to £2 million
** Interest only (including part & part)	70%	Up to £2 million
Second Home		
Type	Max LTV	Max lending
Residential capital repayment mortgages	70%	Up to £2 million
Interest only (including part & part)	70%	Up to £2 million
New Build		
Type	Max LTV	Max lending
Houses	75%	Up to £1 million
	65%	>£1million - £2 million
Flats	70%	Up to £1 million
	65%	>£1million - £2 million

The following Loan to Values apply for Wealth & Wealth Structure Mortgages

Cynergy Bank Wealth & Wealth Structured Mortgages - Maximum Lending £10 million			
Type (Max LTV)	Loans up to £3m	Loans between £3m-£5m	Loans above £5m
Residential Capital Repayment Mortgages	80%	75%	70%
Interest only	75%	70%	65%
Part Interest Only & Part Capital Repayment	80% (IO element 75% max)	75% (IO element 70% max)	70% (IO element 65% max)
New Build (Houses & Flats)			
Type	Loans up to £3m	Loans between £3m-£5m	Loans above £5m
Residential capital repayment mortgages	75%	70%	65%
Interest only (including part & part)	70%	65%	60%

## Valuation fees

The mortgage valuation fee for Cynergy Bank Consumer Mortgages are set out below and must be paid upfront when submitting the full mortgage application.

The cost of Cynergy Bank Wealth Mortgages valuations will be provided by your dedicated Relationship Manager.

Purchase price	Mortgage valuation fee (including VAT)
£250,000 - £300,000	£345
£300,001 - £400,000	£410
£400,001 - £500,000	£530
£500,001 - £600,000	£590
£600,001 - £700,000	£640
£700,001 - £800,000	£695
£800,001 - £900,000	£695
£900,001 - £1,000,000	£750
£1,000,001 - £1,500,000	£1,145
£1,500,001 - £2,000,000	£1,430
£2,000,001 - £2,500,000	£1,940
£2,500,001 - £3,000,000	£1,980
Over £3,000,000	By negotiation

**Where a loan size is over £2,000,000 and/or purchase price is over £3,000,000 the valuation fee will be by negotiation and can be discussed with your Relationship Manager.**

## Early Repayment Charges (ERC)

Where an ERC applies, as stated in the 'ERC' section of each product, the percentage charge payable for repaying the mortgage before the end of its fixed/tracker rate term will reduce year on year, as detailed in the table below. Where ERC's apply, customers are allowed to make a penalty free overpayment each year during the fixed/tracker rate period up to a maximum of 10% of the balance outstanding as at the account anniversary.

	Fixed/tracker rate period	
	2 year fixed/tracker	5 year fixed
Year 1	2%	5%
Year 2	1%	4%
Year 3	-	3%
Year 4	-	2%
Year 5	-	1%

Worked example	
Product selected by customer	Fixed rate
Term of fixed rate	5 years
Amount owed	£1,000,000
Early repayment in year 3	3% charge
Amount to be repaid early	£25,000
10% of the balance outstanding (penalty free overpayment)	£10,000
<b>Total early repayment charge payable on remaining £15,000</b>	<b>£450</b>

## Financial Difficulties

If you have debt with Cynergy Bank, it's best to speak to us. But if you have debt with multiple parties or want independent advice we recommend you speak to a debt advisor. They'll be able to discuss your entire situation and provide individual support to help you.

Cynergy Bank is not authorised to provide debt counselling or advice to customers. If you require assistance regarding your finances, free independent help and advice can be obtained from the following organisations and charities. You may be able to get face-to-face advice from some of these organisations:

- Money Advice Service (UK) – [www.moneyadviceservice.org.uk](http://www.moneyadviceservice.org.uk) or 0800 138 7777 (Typetalk at 18001 0800 915 4622).
- The Money Advice Service also have a Money Navigator tool (<https://www.moneyadviceservice.org.uk/en/tools/money-navigator-tool>);
- Citizens Advice – [www.citizensadvice.org.uk](http://www.citizensadvice.org.uk);
- StepChange Debt Charity – [www.stepchange.org](http://www.stepchange.org);
- Northern Ireland: <https://www.debtadvicenorthernireland.co.uk> or 0800 043 0550

If you would like more information about managing your finances, please speak to your Relationship Manager at Cynergy Bank. You can also find more information about financial difficulties in the Services section of our website: <https://www.cynergybank.co.uk/covid-19/mortgage-payments-and-financial-difficulty/> or by calling Cynergy Bank on 0345 850 5555