

**Afin Bank**

**Product Name: Consumer Buy to Let 2 Year Fixed  
Mortgage and Remortgage Products**

**Information Sheet Produced: May 2025  
For Intermediary Use Only**

## Product Information

### Products and Services Outcome and Price and Value Outcome – Information for distributors of the Product.

Product: Afin Bank Consumer Buy to Let (CBTL) 2 Year Fixed Mortgage and Remortgage Products

This summary document is being provided to you to fulfil our responsibilities under PRIN 2A.4.15R and PRIN 2A.3.12 R (2).

It is designed to support you to comply with your responsibilities under PRIN 2A.3.16 R and PRIN 2A.4.16 R. Please note that you are ultimately responsible for meeting your obligations under 'The Consumer Duty'.

This information is intended for intermediary use only and should not be provided to customers.

### 1. Summary of our assessment:

We have assessed that:

- Our Consumer Buy to Let 2 Year Fixed Mortgage and Remortgage product range (the “Product”) meets the needs, characteristics, and objectives of customers in the identified target market.
- The intended distribution strategy is appropriate for the target market.
- The Product provides fair value to customers in the target market (i.e. the total benefits are proportionate to total costs).

### 2. Product characteristics and benefits

The Product is designed to meet the needs of the target group. The following product features and criteria are designed to support these needs:

A consumer buy to let mortgage with a fixed rate for a short-term for customers letting out a property due to personal circumstances (e.g. relocation, inheritance, relationship changes). Designed to support budgeting certainty and offer a service-led experience for non-portfolio landlords.

#### Who it's for:

- First-time or occasional landlords letting out a property for personal (non-commercial) reasons.
- Customers with up to 75% LTV (tiered down to 65% for larger loans).
- Applicants with limited UK credit history or no letting agent.
- UK residents and foreign nationals on eligible visas (6+ months UK residency).
- Customers with complex borrowing needs who require non-standard underwriting or tailored affordability assessments.

#### Core Benefits:

- Fixed payments for 2 years support personal budgeting and stability.
- Manual underwriting tailored to non-commercial circumstances and rental cover.
- Option to overpay up to 10% annually without penalty.
- Accessible to customers transitioning from residential use or managing a family rental.
- Dedicated underwriters assess each application individually.

#### Key Product Details:

- Loan size: £50k – £2.5m
- LTV: Up to 75% (≤£750k), Up to 70% (£750k–£1m), Up to 65% (£1m–£2.5m)
- Term: 2–40 years
- Fee: £1,495 (can be added, subject to LTV cap)
- Applicants: Max 2 per application
- Option to overpay up to 10% annually without penalty.
- Reverts to: Bank of England Base Rate plus an Afin Bank margin after 2 years
- Portability: This product is not portable and cannot be transferred to a new property

Intermediaries will have access to knowledgeable and experienced staff within the Afin Bank Commercial team and Underwriting teams. Support will be given to intermediaries to ensure they understand our products and services via face-to-face meetings, webinars and Intermediary website pages.

Full eligibility criteria can be accessed on our Intermediary website via [afinbank.com/intermediaries](https://afinbank.com/intermediaries).

### 3. Target Market assessment and distribution strategy

This target market assessment matrix segments the target customers for the Product, recognising their different needs to enable you to tailor the services you provide to distribute the Product.

Customer Circumstance	Distribution Strategy	Customer Need and Objectives
Consumer landlord purchasing or remortgaging a residential rental property.	Available through FCA-authorised Intermediaries. Initial due diligence is conducted before an intermediary is added to the panel, with ongoing periodic monitoring to uphold standards.	To finance a rental property that was not acquired for income generation (e.g. inherited, moved in with a partner, or relocated).
Customer with a minimum deposit of around 25%, requiring borrowing of up to 75% loan-to-value (LTV).	Available through direct applications with an authorised Mortgage Advisor.	Remortgage an existing CBTL or residential loan to secure a better rate, release equity, or simplify their financial position.
Customer with limited experience in letting or managing a rental property.		Access a product that supports a non-portfolio landlord with clear terms, transparency, and appropriate support.
Customers managing life transitions such as retirement, relocation, or family restructuring.		Fix repayments over two years to gain budgeting stability and financial confidence during a time of change.
Customers requiring certainty in costs and repayment amounts.		Short-term interest rate certainty supports household budgeting and forward planning.
Customers not seeking long-term tie-ins while assessing whether to retain, refinance, or return to the property.		Maintain the flexibility to refinance or sell, without being locked into extended terms.

The Product is not designed for customers:

- Who plan to use a company to invest in property.
- Where more than 2 applicants wish to be party to the mortgage.
- Who require more than 75% LTV.
- Who are non-UK residents.
- Where the property is not intended to be let or does not meet Consumer Buy-to-Let eligibility criteria.
- Who prefer variable rates or want to benefit from potential interest rate reductions (consider CBTL Tracker instead).
- With recent or significant credit events (e.g. CCJs, DMPs, IVAs, or bankruptcies within the past 36 months).
- In need of regulated residential lending or Buy-to-Let mortgages for portfolio investment.
- Seeking specialist schemes such as shared ownership, Right to Buy, or Help to Buy.
- Who do not meet our lending or property criteria.
- Who do not have complex borrowing needs (may be more suited to high street lenders).
- Who require features such as product portability or access to further borrowing during the product term.
- A consumer buy-to-let mortgage with a fixed rate for a short-term.
- Are not reliant on any background income to support the interest coverage calculations.

### 4. Customers with characteristics of vulnerability

This Product is not specifically targeted at customers with inherent characteristics of vulnerability. At Afin Bank, we recognise that vulnerability can affect Consumer Buy-to-Let (CBTL) customers at any stage of their property ownership journey. These individuals are typically not professional landlords and often enter the rental market due to life events such as relocation, inheritance, or family changes. Triggers may include health issues, job loss, rental income disruption, or life events. We apply our Vulnerable Customer Policy and Forbearance Policy equally across all customers, regulated or unregulated markets to ensure fair outcomes.

At the start of every customer journey and mortgage application, customer vulnerabilities are captured on internal systems. As vulnerability is not fixed and can impact a customer at any time, customer vulnerabilities information can be captured and updated when required.

The 2 year fixed rate provides predictable monthly repayments, which helps vulnerable customers manage cash flow with greater stability.

Support is underpinned by Afin Bank's Vulnerable Customer Policy and Arrears and Forbearance Policy, with all associated costs included in the pricing model. Vulnerable customers do not pay more than others.

#### Common Vulnerability Triggers for Consumer Landlords:

- Bereavement, relationship breakdown, or illness that impacts personal financial management.

- Unexpected relocation or employment changes requiring the letting of a property.
- Rental voids or maintenance issues creating short-term financial stress.
- Signs of addiction e.g. Alcohol / drug dependency or frequent gambling.

Afin Bank has implemented a framework to identify and assist customers with vulnerabilities, which includes training for frontline staff, clear and accessible communication, and flexible policies to accommodate those facing financial hardship. Processes are in place for distributors to notify us of any characteristics of vulnerability at the point of application. Procedures are also in place to manage any vulnerabilities identified throughout the lifetime of the mortgage.

All intermediaries are expected to meet their regulatory obligations by identifying and supporting customers in vulnerable circumstances and ensuring they receive suitable advice and outcomes.

Please contact us if you need any further information about how we support the needs of all our customers in relation to the Product.

## 5. Our assessment of value

We have developed a comprehensive and robust assessment process which evaluates several aspects of our business to determine the value of our product. This analysis is used to ascertain whether the Product delivers fair value for customers.

The outcomes of the assessment process are presented to Executive Risk and Compliance Committee and Board Risk and Compliance Committee, allowing for challenge and further investigation before we sign-off the outcomes and share the summary of our assessment with you.

**Our fair value assessment has considered the following:**

Benefits	Price	Costs	Limitations
A range of product features, competitive fixed interest rates, and overpayment flexibility, which supports customers in achieving their financial goals.	Pricing is informed by internal modelling and peer benchmarking across: <ul style="list-style-type: none"> <li>• Interest rates</li> <li>• Fees</li> <li>• Early repayment charges</li> </ul>	Cost of funding the product through deposit inflows.	This product is not suitable for customers who fall outside the defined target market, including those requiring higher LTVs, residential property use, or those seeking variable-rate features.
Manual underwriting enables more inclusive access, while high service levels provide a smooth and transparent mortgage experience.	Pricing aims to balance commercial sustainability with customer value.	Operational cost of manual underwriting and case-by-case assessment.  Ongoing servicing costs, including customer support, account management, and arrears handling.	

## Results of our assessment

Our assessment concluded that the Product delivers fair value for customers in the target market for the Product.

We're here to help by phone on **0333 344 2974** from 09:00 - 17:00, Monday to Friday (excluding bank holidays). You can also email us at [support@afinbank.com](mailto:support@afinbank.com).

If you need an alternate format, please contact us at [support@afinbank.com](mailto:support@afinbank.com).

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