



Launching the  
Revolving Credit  
Facility!

# Product Guide

## FLOW | GROW | PRO



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# Lets Talk....

## The Regional Team

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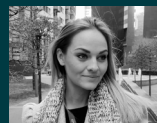
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FIBA Partner



At Roma Finance, we absolutely #lovetolend and work with our partners to provide the 'Borrower First' lending experience to landlords, developers and investors for the purpose of adding value to property investments.

We are delighted to introduce our new solutions range designed to provide borrowers with an end to end solution on their property projects.



RomaFLOW

RomaFLOW encompasses our bridging range including auction, refurbishment, light development, and below market value.

RomaFLOW is a speedy process with 80% of cases completing within 28 days. It is a quick and hassle free process with a dedicated underwriting team.

It allows borrowers to purchase property quickly and/or complete light works.

Roma's bridging range also includes commercial and semi-commercial options as well as a developer exit solution for those wind and watertight projects.



RomaGROW

RomaGROW is the next step in the property journey, designed for those looking at medium and heavy refurbishment projects and full ground up developments.

Roma has a 'specialist' underwriting team focussed solely on development cases.

RomaGROW products are designed for those looking to spend more than 50% of a property's value on works to improve it or create new.



RomaPRO

Launching the brand new Revolving Credit Facility (RCF)!

RomaPRO is the term range from Roma, allowing borrowers to build their property portfolios.

A borrower can take a project from initial purchase, refurbishment or development straight onto a buy-to-let mortgage - so no need to worry about the exit! It is also part of the FLOW process so is super quick!

The brand new RCF, is a flexible facility for property investors, secured against their existing property portfolio. This means they can purchase new properties using a drawdown style facility with ease.



RomaFLOW - Bridging Finance	Rates from	LTV
FLOW Bridge	0.87%	Up to 75%
FLOW Refurb Cost of works up to 25% of CMV	0.90%	Up to 70%
FLOW Below Market Value Bridge (BMV)	0.99%	Up to 70%

Exit fees may apply

Bridging Finance	Rates from	LTV
Commercial	1.17%	Up to 65%
Semi-Commercial	1.00%	Up to 70%
Developer Exit (Wind & Watertight properties)	0.93%	Up to 75%

Exit fees may apply

## Key Terms and Criteria

- Non-regulated lending
- Loan sizes from £75k to £3m
- Terms up to 24 months
- Interest deducted from initial advance. Rolled up, part & part and serviced interest
- Lending in England, Wales & Scotland
- Max LTV of 70% on refinances
- 2nd charge up to 55% LTV - referral
- Current Market Value - (CMV)
- Loan to Purchase - (LTP)
- Rates and terms subject to change on non-standard cases including, but not limited to credit, experience and construction type

## Lending on....

- Residential investment, Semi-Commercial & Commercial
- Non-standard construction
- Land with planning - max 55% LTV

## Lending to....

- Individuals, limited companies, LLPs
- Expats and UK residents residing overseas must have a credit footprint and a live UK bank account. Applicants may be required to sign documents in the UK
- Min. age 18 years - no upper age limit
- Any experience levels considered

## Lending for....

- Property purchase/refinance
- Below market value purchases
- Capital raising and business purposes
- Time restricted cases e.g. auctions,
- Property refurbishments & renovations
- Developer exit

## Desktop Valuations

- Available on FLOW bridge
- Up to 70% LTV
- Residential properties only
- Property Value up to £500,000
- England & Wales Only

## AVM Criteria (Hometrack)

LTV/ Max Loan	50%/ £500K	65%/ £300K	70%/ £200K
Purchase Conf. Level	4+	4.5+	5+
Refinance Conf. Level	4.5+	5+	5.5+

## AVM Criteria

- Maximum LTV on refinances 65%
- Minimum property value £100K - if <£100k reduced LTV by 5%
- Standard construction residential only
- No further advances

## Fees

- Arrangement Fee - 2%
- AVM - £30
- Legal fees 0.3% + VAT of gross loan min amount being £1,500 + VAT
- Each additional security - £750 inc. VAT
- For corporate borrowers, each guarantor will need independent legal advice
- Desktop valuation fee scale applies

## Below Market Value

- Experienced landlords only (at least 3 BTLs owned for past 12 months; or proof of profit from minimum 3 flips in last 24 months)
- Maximum loan £500k
- Lending in England & Wales
- Max 90% Gross LTP, 70% Gross LTV, where the net loan amount is no more than 85% of the purchase price

Development Finance	Rates from	LTV	LTGDV (Gross)
<b>FLOW Light Development</b> Cost of works between 25% and 50% of CMV	0.95%	Up to 70%	Up to 70%
<b>Medium Refurbishment</b> (Cost of works between 50% and 100% of CMV)	0.98%	Up to 65%	Up to 70%
<b>Heavy Refurbishment</b> (Cost of works more than CMV)	0.99%	Up to 65%	Up to 70%
<b>Ground Up Development Funding</b>	1.00%	Up to 55%	Up to 70%

Exit fees may apply

## Key Terms and Criteria

- Non-regulated lending
- Loan sizes from £75k to £3m
- Terms up to 24 months
- Interest deducted from initial advance. Rolled up, part & part and serviced interest
- Lending in England, Wales & Scotland
- Maximum LTV of 70% on refinances
- 2nd charge up to 55% LTV - by referral only
- Current Market Value - (CMV)
- Rates and terms are subject to change on non-standard cases including, but not limited to credit history, experience and property construction
- Loan to Cost - Up to 80%

## Lending on....

- Residential investment, Semi-Commercial & Commercial
- Non-standard construction
- Land with planning - max 55% LTV

## Lending to....

- Individuals, limited companies, LLPs
- Expats and UK residents residing overseas must have a credit footprint and a live UK bank account. Applicants may be required to sign documents in the UK
- Min. age 18 years - no upper age limit
- Any experience levels considered

## Lending for....

- Property purchase/refinance
- Below market value purchases
- Capital raising and business purposes
- Time restricted cases e.g. auctions,
- Property refurbishments & renovations - Light, medium & heavy
- Ground up development/ Developer exit

## Fees

- Arrangement Fee - 2%
- AVM - £30
- Legal fees 0.3% + VAT of gross loan min amount being £1,500 including VAT
- Each additional security - £750 + VAT
- For corporate borrowers, each guarantor will need independent legal advice

## Development

- Drawdowns released in arrears of works done certified by Roma's appointed monitoring surveyor
- Collateral warranties and/or step in rights may be required
- Up to 12 units
- Inexperienced borrowers considered with a premium

- No upfront interest on drawdowns
- Tailored case management with a named team member
- Direct access to the decision maker; the underwriter

- A Quantity Surveyor is not always required - inhouse monitoring available
- Non standard construction considered



Product	Rates from	LTV	Type	ERCs
<b>FLOW Buy-to-Let</b> For residential properties	2.50% + Base	Up to 75% (Bridge-to-Term and Purchase) / 70% (External Refinance)	5 Year Tracker (Variable)	5%/5%/5%/4%/3%
<b>Specialist Buy-to-Let</b> For MUFb's, HMO's, Holiday Lets and Serviced Accommodation	3.50% + Base	Up to 75% (Bridge-to-Term) / 70% (New Business)	5 Year Tracker (Variable)	5%/5%/5%/4%/3%

Revolving Credit Facility (RCF) Product	Rates from	LTV (1st Charge) Gross inc. rolled up interest	LTV (2nd Charge) Gross inc. rolled up interest
Residential	0.99%	Up to 65%	Up to 60%
Semi-Commercial	1.02%	Up to 60%	Up to 55%
Commercial	1.05%	Up to 55%	Up to 50%

## Buy to Let Key Terms and Criteria

- Non-regulated lending/ 5 year term
- Loan sizes from £75,000 - £2 million (total exposure £3 million)
- Interest only (repayment considered)
- England & Wales
- Top Slicing on properties not fully let
- Minimum property value £100,000
- Residential properties only

## Valuation

- Rental coverage based on the lower of the valuer's assessment of open market rental value and actual rent
- Based on lower of bricks and mortar, vacant possession OMV or Purchase Price

## Lending to...

- Individuals, limited companies, LLPs
- Expats and UK residents residing overseas must have a credit footprint and a live UK bank account. Applicants may be required to sign documents in the UK

## Lending on....

- 1st charge resi investment properties
- Non-standard cases considered with a premium of 0.5% pa applied. (first-time landlords, no other UK assets)
- Non standard construction and flats over 4 storeys max LTV 65%

## Buy to Let Fees

- Arrangement Fee - 2%
- Legal fees 0.3% of gross loan min amount being £1,300 + VAT
- Legal fees for each additional security property £500 + VAT
- Independent legal advice required

## Seasonality - Holiday Lets/SA

- Seasonality considered on a case by case
- Occupancy restrictions are not acceptable
- Properties must have alternative use as residential

## RCF Key Terms and Criteria

- Facility sizes from £250k to £2.5m
- Facility pre-agreed for 3 years
- Rolled up interest
- 12 month term for each drawdown
- Non-regulated lending
- Lending in England & Wales
- Rates and terms subject to change on non-standard cases including credit history, experience and construction
- UK property purchases only

## RCF Fees

- Arrangement Fee - 2%
- Legal fees £1,800 + VAT or 0.3% of the facility + VAT (whichever is higher)
- Legal fees for each additional security property will be £750 + VAT
- For corporate borrowers, each guarantor will need independent legal advice
- Annual valuation fee required
- Non-utilisation fee of 1.5% each 12 month period if less than 25% of facility is drawn



# Our Products in Play - FLOW | GROW | PRO

**Loan Amount:** £1,500,000      **Gross Development Value:** £2,438,400  
**Cost of Works:** £295,000      **Exit Route:** Refinance to buy-to-let

Roma provided funding for a property developer, so they could complete a luxury apartment building conversion. The borrower, an experienced developer with a strong portfolio, had a professional team in place behind them to ensure a timely completion of the project.

The original security was a three-storey detached Grade II listed former public house with 2-storey detached outbuildings. It has now been converted into six apartments and following additional planning permission, three holiday lets have been built on the grounds. Roma's funds were used to assist with the development of the holiday lets and to complete final works on the apartments, including landscaping.

The property has also achieved an EPC rating of C across all flats. Despite the challenging climate conditions of rising material costs, the project was successfully completed within the required timescale.



## RomaFLOW

### FLOW Bridge

**Purpose:** Single bullet loan for auction purchase  
**Loan Amount:** £267,000  
**Initial Advance:** £267,000  
**Current Value:** £410,000  
**Term:** 12 months

## RomaGROW

### Medium Dev

**Purpose:** Conversion of former hotel to residential  
**Loan Amount:** £635,000  
**Cost of Works:** £85,000  
**GDV:** £1,075,000  
**Term:** 12 months

## RomaPRO

### Buy-to-Let

**Purchase:** Exit from RomaFLOW refurb  
**Loan Amount:** £288,035  
**Initial Purchase Price:** £200,000  
**Current Value:** £380,000  
**Income:** £18K per annum

# #LovetoLend



PRODUCT GUIDE