

Launching the  
brand new  
RomaPRO  
Refurb Buy-to-Let!

# Product Guide

## FLOW | GROW | PRO



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# Lets Talk...

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## Relationship Managers



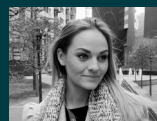
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At Roma Finance, we absolutely #lovetolend and work with our brokers and partners to provide the 'Borrower First' lending experience to landlords, developers and investors for the purpose of adding value to property investments.

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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 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 residential and commercial 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

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 quickly onto a buy-to-let mortgage.

The 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.

We are now delighted to introduce the new Refurb Buy-to-Let allowing refurbishment projects to take place without a bridge!



RomaFLOW - Bridging Finance	Rates from	LTV
FLOW Bridge	0.87%	Up to 75%
FLOW Refurb Cost of works up to 25% of CMV	0.89%	Up to 70%
FLOW Below Market Value Bridge (BMV)	0.90%	Up to 70%

Exit fees may apply

Bridging Finance	Rates from	LTV
Commercial	1.05%	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 only
- 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 75% Gross LTV/PP
- Residential houses and flats only
- Property Value up to £500,000

## AVM Criteria

LTV/ Max Net Loan	50%/ £500K	65%/ £300K	75%/ £200K
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## AVM Criteria

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

## Fees

- Arrangement Fee - 2%
- AVM - £30
- Legal fees 0.3% + VAT of gross loan min amount being £1,800 inc. VAT
- Each additional security - £750 inc. VAT
- Dual Rep legals available on FLOW bridge purchases - £3,300 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 Residential Development Finance</b>	1.00%	Up to 55%	Up to 70%
<b>NEW Ground Up Commercial Development Finance</b>	1.09%	Up to 55%	Up to 65%

*Exit fees may apply*

## Key Terms and Criteria

- Non-regulated lending
- Loan sizes from £75k to £3m (£250k to £2.5m for Commercial Development Finance)
- 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 £1,800 inc. VAT)
- Each additional security - £750 inc. 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

## Commercial Development Finance

- 1st charges only - 2nd charges can be taken as additional security only
- Max individual warehouse, distribution, light industrial unit size 5,000 sq ft where units are to be sold / rented
- Max individual warehouse, distribution, light industrial unit size 12,500 sq ft for owner occupiers
- Mixed use schemes acceptable - commercial with resi above (max 4 storeys)
- No rural locations
- Customers must own other property assets
- Shut down nightclubs, pubs, hotels, restaurants, care homes, nursing homes & former religious buildings considered on case-by-case basis



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% (New Business)	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 (England and Wales) from £75,000 - £2m (total exposure £3m)
- Loan sizes (Scotland) from £75,000 - £750,000 (total exposure £1.5m)
- Interest only (repayment considered)
- Affordability testing at 125%
- Top Slicing on properties not fully let
- Minimum property value £100,000
- Residential properties only

## Lending to...

- Limited companies and LLPs
- Expats and UK residents residing overseas must have a credit footprint and have 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 £1,900 inc. VAT
- Legal fees for each additional security property £750 inc. VAT
- Independent legal advice required

## 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

## Seasonality - Holiday Lets/SA

- Seasonality considered on a case by case
- Occupancy restrictions are not acceptable
- Properties must have alternative use as residential
- Serviced Accommodation and Holiday Let lending in England and Wales only

## RCF Key Terms and Criteria

- Facility sizes (England & Wales) from £250,000 to £2.5m
- Facility sizes (Scotland) from £250,000 to £750,000
- Facility pre-agreed for 3 years
- Rolled up interest
- 12 month term for each drawdown
- Non-regulated lending
- 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 inc. VAT or 0.3% of the facility inc. VAT (whichever is higher)
- Legal fees for each additional security property will be £750 inc. 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

# Brand New to

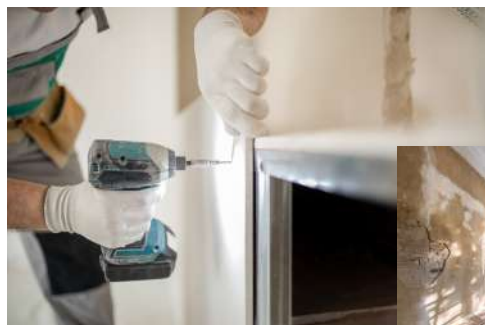


# RomaPRO

Product	Rates from	LTV	Type	Arrangement Fee	ERCs
<b>Refurb Buy-to-Let</b> For standard residential properties	3.99% + Base	Up to 75%	3 Year Tracker (Variable)	3%	5%/5%/5%
<b>Refurb BMV Buy-to-Let</b> For standard residential properties	3.99% + Base	Up to 75% LTV or 90% of Purchase Price	3 Year Tracker (Variable)	3.5%	5%/5%/5%

## Key Benefits

- Speed and simplicity
- Designed for light refurbishment projects (up to 25% cost of works against day one value)
- No minimum period of ownership before converting to a Buy-to-Let
- Ability to equity release subject to valuation
- No minimum income requirements
- Seamless transition from Bridging to Buy-to-Let
- Single set of legal documents
- One arrangement fee and legal fee
- Certainty of funding from outset



## Key Terms and Criteria

- Non-regulated lending/ 3 year term
- Loan sizes from £75,000 - £500,000
- Lending in England, Wales & Scotland
- Interest only (repayment considered)
- Purchase only
- Affordability testing at 125%
- Minimum property value £100,000
- Residential properties only
- Standard construction only
- Borrowers must own at least one property (investment or own residence)

## Below Market Value

- Maximum loan £500k
- Lending in England, Wales & Scotland
- On Day 1: gross loan is the lower of 75% LTV, 70% net LTV, and 90% of purchase price

## Fees and Valuation

- Legal fees £1,800 inc. VAT or 0.3% of the facility inc. VAT (whichever is higher)
- Legal fees for each additional security property will be £750 inc. VAT
- For corporate borrowers, each guarantor will need independent legal advice
- Full Valuation required



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