



**Product name: Green Buy to Let – Houses of Multiple Occupancy (HMOs) & Multi-Unit Freehold Blocks (MUFBs)**

**Information sheet produced: 20/04/2023**

## **Our approach to meeting the Products & Services Outcome and Price & Value Outcome – Information for distributors of the Product**

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 Green Buy to Let – HMO & MUFB product range continues to meet the needs, characteristics and objectives of customers in the identified target market.
- The intended distribution strategy remains 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 & benefits**

The products are designed to meet the needs of the target group, most notably the need for Shariah-compliant finance on an HMO or MUFB to let. The product features and criteria are designed to support these needs.

- Restricted to Energy Performance Rating (EPC) of A or B.
- Gatehouse Bank will offset the carbon used by the average UK home for the full term of the finance whilst the customer remains with the Bank & satisfies the criteria
- 0.10% discount on standard rental rates
- No limit on portfolio size
- HMO products only available to UK Residents & UK-Expats
- Fixed term products
- Available on Rent Only as well as Acquisition & Rent
- Freehold or Leasehold Properties
- Finance terms from 5 years up to 30 years
- Available on new & existing properties
- Maximum finance amount of £5,000,000
- No maximum age at term end
- No minimum annual income

Full eligibility criteria can be accessed on our intermediary website via [this](#) link.

### 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 when you distribute the Product.

Customer Circumstances	Distribution Strategy	Customer Needs & Objectives
Existing landlords looking for Shariah finance on a property to let to multiple tenants in England or Wales	Available through Direct, Intermediary* & Introduced channels.  Applications can be through advised sale only.	<ul style="list-style-type: none"> <li>• Access to Shariah-compliant finance</li> <li>• To fix their costs for a defined period.</li> <li>• Generate an income from the property</li> </ul>
Existing landlords looking for finance on an energy efficient property to let to multiple tenants in England or Wales	Available through Direct, Intermediary* & Introduced channels.  Applications can be through advised sale only.	<ul style="list-style-type: none"> <li>• Reducing carbon footprint</li> <li>• Home finance from an ethical provider</li> <li>• To fix their costs for a defined period.</li> <li>• Generate an income from the property</li> </ul>
Existing landlords looking for ethical finance on a property to let in England or Wales	Available through Direct, Intermediary* & Introduced channels.  Applications can be through advised sale only.	<ul style="list-style-type: none"> <li>• Home finance from an ethical provider</li> <li>• To fix their costs for a defined period.</li> <li>• Generate an income from the property</li> </ul>
<p>*Intermediary distribution through:</p> <ul style="list-style-type: none"> <li>• Networks and their Appointed Representatives.</li> <li>• Mortgage clubs.</li> <li>• Directly authorised intermediaries.</li> </ul> <p>All intermediaries must be <a href="#">registered</a> with Gatehouse Bank.</p>		

The Product is not designed for customers who:

- Are purchasing a property with an EPC of C or worse.
- Are purchasing or refinancing a property to reside in themselves.
- Are purchasing a property for single occupancy.
- Are unable to read, write and speak English.
- Do not meet our finance or property criteria.

### 4. Customers with characteristics of vulnerability

The Product is designed for people looking for Green Shariah-compliant or ethical finance on a property to let to multiple tenants in England or Wales, which is likely to include some customers with characteristics of vulnerability or who will experience vulnerability over time.

There are limited options in the market for Shariah-compliant finance and the differences to a conventional 'mortgage' are not widely understood.

Therefore, potential customers may require additional advice and support to ensure they understand the information being presented to them and the implications of the arrangement they are entering into, to reduce the risk of harm occurring.

We considered the needs, characteristics and objectives of customers with characteristics of vulnerability at all stages of the design process for this Product to ensure the Product meets their needs.

We have in place a framework to achieve good outcomes for vulnerable customers, which includes:

- Education and training for our staff to ensure they have the appropriate skills and experience to recognise and respond to the needs of vulnerable customers.
- Suitable customer service provision and communications.
- Flexible policies, where appropriate, to support vulnerable customers' individual needs.
- Monitoring to ensure we continue to meet and respond to the needs of customers with characteristics of vulnerability.

Intermediaries should continue to comply with your obligations to ensure that you treat customers in vulnerable circumstances fairly.

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 evaluated several aspects of our business to determine the value of our Home Finance product. This analysis is used to ascertain whether the Product delivers fair value for customers.

The outcomes of the assessment process are presented to the applicable approval committee within the Bank, allowing for challenge and further investigation before we sign-off the outcomes. Below we share the summary of our assessment with you.

Our fair value assessment has considered the following:

<b>Benefits</b>	<b>Price</b>	<b>Costs</b>	<b>Limitations</b>
The range of features and options that the Product provides (including Shariah compliance), the quality of the Product, the fact customers only pay their own Solicitor fees, the level of customer service that is provided and any other features that the Product may offer.	The profit rates, fees and charges customers pay for the Product, advice fees paid to intermediaries and non-financial costs associated with operating the Product as a Specialist provider.	The cost of funding the Product and any other reductions in costs to the customer made possible by economies of scale, driven by the Shariah principles to be Fair & Transparent around costs.	Any limitations on the scope and service we provide or the features of the Product.

### Results of our assessment

Our assessment concluded that the Product continues to deliver fair value for customers in the target market for the Product.