

PJG FINANCIAL SERVICES LTD – TERMS OF BUSINESS – OUR MORTGAGE SERVICES AND COSTS

Note: This document should be read in conjunction with our main Terms of Business Document.

ABOUT OUR MORTGAGE SERVICES

Range of Products: We offer products in the following relevant markets:

- Regulated mortgage contracts that are used for a non-business purpose; and
- Regulated mortgage contracts that are used for a business purpose.

We offer a comprehensive range of first and second charge mortgages from the whole of market, excluding direct only lenders. We offer an 'advised' sales service, which means we will provide advice and make a recommendation for you after we have assessed your specific needs and circumstances.

Basis of Remuneration

- A mortgage '**research and administration fee**' of up to £500.00 for arranging the mortgage, payable at the outset.

Refund of research and administration fee: In the event that we cannot place your mortgage based on the information you have provided we will refund any fee payable, however if we fail to place your mortgage as a result of new information not disclosed by you then we reserve the right to retain any fee paid.

- An '**advice and recommendation fee**' of up to 1.5% of the mortgage balance, payable on production of your Mortgage offer, any commission received from the lender will be offset against our fees. For example, a fee of 1.5% on a mortgage of £125,000 would be £1,875. Should the lender pay a commission of 0.5%, then the sum of £625 would be offset against our fees, and your net fee payable would be £1,250.

Minimum Fee: Please note that we charge a minimum fee of £1,250.

Refund of research and administration fee: If your mortgage does not go ahead and you do not find another property we will not receive any payment from the lender and as such we reserve the rights to charge you the fee you would have paid had the mortgage gone ahead (that is the 1.5% charge less what we would have paid from the lender).

However, if the property falls through and you find an alternative property, which will usually involve us completing a new application to the lender, the lender may ask for additional underwriting and will always need another valuation, then we will need to cover our further application costs, but will keep this to a maximum of £100 should it be with the same lender on the same deal already offered.

We will tell you how much the total fee will be in good time before you apply for a mortgage, but you may ask for this information earlier. You will receive a Key Facts Illustration / European Standardised Information Sheet (ESIS) when considering a mortgage, which will tell you about any fees relating to that mortgage.

The availability of alternative finance options: Please note that where you are increasing your mortgage borrowing, although we do not (or are unable to) advise on the following finance options, these may be available to you and be more appropriate: -

- An unsecured loan

Procuration Fees: You should be aware that you have the right to request a list of information on the variations in levels of commission payable by other mortgage lenders providing the regulated mortgage contract being offered to you.