

INTERNATIONAL MORTGAGE SERVICE (ASIA) – PRODUCT GUIDE

LOAN PURPOSE

Purchase or remortgage for the following purposes:

- Buy to Let and investment property outside of your main country of residence.
- Remortgages to uplift existing mortgage borrowing with another lender.
- Not available for main residence (with the exception of Hong Kong and Singapore), commercial property or land purchase.

APPLICANTS

- Minimum age 18.
- Your age at the intended maturity date of the loan should not exceed 70 years old (or, if lower, the official / intended retirement age).

LOAN DETAILS

- Repayment and interest only options are available. A suitable repayment vehicle is a condition of interest only loans, together with evidence of appropriate liquid assets.
- Maximum term is 30 years or to age 70 at the end of the mortgage term.
- Loans are granted in the local currency of the property location or, subject to criteria and availability, in the currency of your primary income. Option to switch between these currencies.
- Minimum property value of US\$400,000 for property located in the USA.
- Early Repayment Charges - 3% of the amount being repaid within the first 12 months of drawdown (Year 1), 2% of the amount being repaid within the following 12 months (Year 2), 1% of the amount being repaid within the following 12 months (Year 3).

We must recommend caution where the loan is in a different currency to your main income or the currency where the property is situated. Movements in currency cross-rates can sometimes occur very quickly, resulting in significant losses or in a significant increase in the cost of the loan repayments in real terms.

LOAN SIZE

The minimum loan size for all new applications is £100,000 or currency equivalent.

The minimum loan size for all Further Advance applications is £35,000 or currency equivalent.

Please note:

1. Mortgages are provided by Lloyds TSB Bank plc offices in Hong Kong and Singapore.
2. The currency of your mortgage must either match the local currency of the property's location or the currency of your primary income.

LENDING CRITERIA – A FLEXIBLE APPROACH

We'll typically lend up to 70% of the purchase price or valuation, whichever is lower, with the following exceptions:

- Property in US states of California, Florida, Nevada or Oregon. The maximum we will lend is 50% of the purchase price or valuation (whichever is lower).
- Property in US states of Colorado, Connecticut, Hawaii, New Jersey, New York or Washington State. The maximum we will lend is 60% of the purchase price or valuation (whichever is lower).
- Property in Dubai. The maximum we will lend is 50% of the purchase price or valuation for a villa (whichever is lower). We are unable to lend against apartments in Dubai.
- Property in Spain. The maximum we will lend is 60% of the purchase price or valuation (whichever is lower).
- Property in Hong Kong. The maximum we will lend for non owner occupied properties is 50% of the purchase price or valuation (whichever is lower).

CREDIT ASSESSMENT

- The maximum loan we can consider is five times income minus all existing borrowing (including buy to let borrowing). 70% of existing rental income may be included within the five times calculation. We are unable to include any potential rental income.
- All monthly financial commitments must not exceed 50% of net monthly income (40% for properties located in Dubai). All lending affordability assessments will be undertaken on a repayment basis using a funding rate of 5% plus the interest rate margin.
- Self-employed customers are assessed using their last two years income.











For more information, call our Hong Kong office on **(+852) 2847 3188** or call our Singapore office on **(+65) 6226 5965**.

For up-to-date rates, please visit lloydstsb.com.hk



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INTEREST RATE MARGINS AND ARRANGEMENT FEE.

Property Location		LTV Interest Rate Margins			Arrangement Fee
		50%	60%	70%	
	United Kingdom ¹	2.99% / 3.19%	3.19% / 3.39%	3.49% / 3.69%	1%
	USA California, Florida, Nevada, Oregon Other Selected states ²	3.19% / 3.39% 2.99% / 3.19%	- 3.19% / 3.39%	- -	1% (+0.3% commitment fee)
	Canada Selected locations ³	1.39% / 1.59%	1.49% / 1.69%	1.59% / 1.79%	1%
	France	1.39% / 1.59%	1.49% / 1.69%	1.59% / 1.79%	1%
	Spain	2.59% / 2.79%	2.79% / 2.99%	-	1%
	Australia Selected locations ³	1.39% / 1.59%	1.49% / 1.69%	1.59% / 1.79%	0.5%
	New Zealand	1.39% / 1.59%	1.49% / 1.69%	1.59% / 1.79%	0.5%
	Dubai Completed villas and selected developers only ⁵	4.99%	-	-	1%
	Hong Kong ⁶	1.39% / 1.59%	1.49% / 1.69%	1.59% / 1.79%	0.5%
	Singapore ⁷	1.39% / 1.59%	1.49% / 1.69%	1.59% / 1.79%	0.5%

1. UK - we will only consider loans secured on property situated in mainland UK excluding Northern Ireland, Channel Islands and Isle of Man.

2. USA – Colorado, Connecticut, Hawaii, New Jersey, New York, Washington State.

3. Canada – British Columbia (Greater Vancouver, Squamish, Whistler, Victoria, Kelowna and Nanaimo), Ontario (Greater Toronto and Peterborough), Quebec (Mont-Tremblant, Quebec City and Montreal), Alberta (Calgary and Edmonton).

4. Australia – New South Wales, Queensland, South Australia, Western Australia and Victoria.

5. The IMS service is only available to non-residents of Dubai and in respect of agreed developers (currently Emaar, Nakheel, Al Hamra and Union Properties) and agreed completed developments only. Life assurance is strongly recommended, particularly given the possible impact of Shariah law. Lloyds TSB Dubai branch may be able to assist where necessary.

6. Property in Hong Kong - the maximum we will lend for non-owner occupied properties and properties held by companies is 50% of the purchase price or valuation (whichever is lower).

7. Property in Singapore – the maximum we will lend for properties held by companies is 50% of the purchase price or valuation (whichever is lower). The maximum we will lend to borrowers with existing properties is 60% of the purchase price or valuation (whichever is lower).

Interest rates are normally floating, based on a 3 month rollover period. For information on our interest rates, please visit our website lloydstsb-asia.com/rate/loan.asp

The interest rate margins shown in **bold** are to be used for loans taken in the currency of the property location. These show the margins over our Cost of Funds rate for the relevant currency with the exception of Sterling (GBP), where this is the margin over the prevailing Lloyds TSB UK Base Rate, and Spain, where this rate shows the margin over the prevailing Bank of England Base/Euribor/LIBOR rate. Please note that local currency loans are not available in Dubai.

The interest rate margins shown in **green** are to be used for loans taken in the currency of the applicant's primary income. For loans taken in GBP, these rates are the margin over the prevailing Lloyds TSB UK Base Rate (Bank of England Base Rate for Spain). For loans taken in other currencies, these show the margins over our Cost of Funds rate for the relevant currency (relevant Euribor or LIBOR rate for Spain).

In instances whereby a dual currency is granted, please note that the additional 20bps margin will now be charged for the full term of the loan.

For all interest only loans, add 0.20% to the above margins. Interest only is not available for property located in Dubai or Singapore. For properties located in Spain, interest only can be selected for the first 5 years. After this period, the loan will be switched to a principal and interest basis for the remainder of the term.

Issued by Lloyds TSB Bank plc. Registered office: Lloyds TSB Bank plc, 25 Gresham Street, London, EC2V 7HN.

Mortgages are provided by Lloyds TSB Bank plc offices in Hong Kong and Singapore.

Please note that the service is principally designed for clients planning to purchase properties outside their country of residence. We can provide mortgages for owner occupation in Hong Kong and Singapore, but not in other countries. Other restrictions related to property use may also apply and details are available upon request.

If you do not have professional experience you should not rely on the information contained in this guide. If you are a professional and you reproduce any part of the information contained within this guide to be used to advise private clients, you must ensure it conforms to the Financial Services Authority's advising and selling rules.

YOUR HOME IS AT RISK IF YOU DO NOT KEEP UP REPAYMENTS ON A MORTGAGE OR OTHER LOAN SECURED ON IT. Lending is at the Bank's discretion and you must be 18 or over to apply. Security will be required.

Please also note that we would normally not provide financing for certain types of property such as serviced apartments, resorts, golf course properties, student accommodation or former local authority or public housing.

Not available to corporate and trust structures as well as to those cases where the borrower(s) of the loan and the owner(s) of the property are not the same person(s). Foreign borrowers are required to obtain a Non-Resident Buyers' Identification Number (NIE) before purchasing a Spanish property and are advised to seek their own legal advice with regard to the application for a NIE. (Applies to France and Spain only).

Legislation or regulations in your home jurisdiction may prohibit you from entering into such a transaction with us. We reserve the right to make final determination on whether you are eligible for any products or services.

The items outlined in this interest rate guide are not all inclusive and are for indication only. They apply only to loan facilities that are issued and accepted from the date below and may be changed, amended or deleted without any prior notice. The above items, which should be read in accordance with the full International Mortgage Service brochure (reference OB1133) apply to loans provided by branches of Lloyds TSB Bank plc in Hong Kong and Singapore.

Residents or Nationals of certain jurisdictions may be subject to exchange controls and should seek independent advice before entering into any transactions with us. Messages sent by email may not be secure and may be intercepted by third parties. Telephone calls may be recorded and monitored.

Please note that depending on the resident status and the tax regime of the borrower's country of residence, withholding tax may affect the interest cost to the borrower and Lloyds TSB's capacity to lend. You should obtain independent tax advice which specifically addresses your current personal tax position as well as any possible future changes to your residency or domicile for tax purposes. Lloyds TSB disclaims any responsibility for any tax liability which may be incurred as a result of taking up any of our products or services. All rates correct as at 1st July 2011.

It is our intention not to market investment or insurance products and services to any Applicant referred or introduced to us under our terms of business, except where the applicant is already an existing customer at the time of such referral.