



## Risks and Features

### Home Purchase Plan in Scotland (HPS)

### The Sharia Compliant mortgage alternative

The Financial Conduct Authority (FCA) is the independent regulator of financial services. It requires Al Rayan Bank to give you this important information to help you decide whether a Home Purchase Plan in Scotland (HPS) is right for you.

#### 1. How our HPS works

Our product uses the Islamic financial principles of co-ownership (Diminishing Musharaka) with a Co-beneficiaries Agreement (Ijara). For purchases, this is where you choose the property in the normal way and apply to Al Rayan Bank to buy the property. Al Rayan Bank undertakes the usual enquiries and valuation, and then purchases the property from the seller at the price agreed between the seller and you. Both you and Al Rayan Bank contribute towards the purchase of the house as partners (e.g. 60% from Al Rayan Bank and 40% from you). The transaction is completed by you taking the title of the property in your name.

For refinances, Al Rayan Bank undertakes the usual enquiries and valuation, and then purchases the relevant share of the property from you. Your contribution to the transaction is the equity in the property.

Al Rayan Bank will enter into a Co-ownership Agreement with you whereby Al Rayan Bank agrees to sell its share of the property to you at the same purchase price for an agreed monthly amount. Your share in the property increases with every payment made towards acquiring Al Rayan Bank's share. Both you and Al Rayan Bank enter into a Co-beneficiaries Agreement under which Al Rayan Bank agrees that you have the right to occupy our beneficial share in the property for an agreed term. During this term occupancy payments will be paid by you on a monthly basis (the occupancy payment amount will be reviewed every three months). Therefore, you will make one monthly payment comprised of two elements, an occupancy payment and an acquisition payment. The amount of occupancy payment payable by you will be reduced as your share increases. You also sign a Trust Deed which constitutes the beneficial interest in the property in favour of Al Rayan Bank and you jointly, and a Standard Security which provides Al Rayan Bank with security for the occupancy payments, the acquisition payments and any other amounts that become due under the agreements. Finally, you sign a Service Agency Agreement whereby you agree to act as our service agent to maintain the property during the term of the Co-beneficiaries Agreement.

In due course, after Al Rayan Bank's entire share has been bought and all the occupancy payments have been paid under the Co-beneficiaries Agreement, Al Rayan Bank executes a discharge of the Standard Security of the property to you.

Al Rayan Bank has a dedicated Sharia Compliance Officer and a panel of respected Sharia Scholars, called the Sharia Supervisory Committee, which acts as an independent body to ensure that all of Al Rayan Bank's products and business activities are Sharia compliant. Our HPS has been approved by our Sharia Supervisory Committee. Please ask us if you require more information in relation to our Sharia Supervisory Committee.

#### 2. Who is it right for?

Our HPS could be right for you if you want to buy a home in a way acceptable under Islamic law. Interest based mortgages are available in the market but do not normally comply with Islamic law. You should consider carefully whether this product is appropriate for your needs and is right for you in light of your financial position. If you are in any doubt, you should speak to someone who can give you independent professional advice.

#### 3. What are the features?

| Features                                                                                                                  | Discount variable occupancy payment rate (DV05167S)                                                  |
|---------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|
| Minimum finance amount                                                                                                    | £30,000                                                                                              |
| Maximum finance amount                                                                                                    | £750,000 (higher amounts may be considered)                                                          |
| Minimum property value                                                                                                    | £90,000                                                                                              |
| Minimum age of applicants                                                                                                 | 21 years old                                                                                         |
| Payment term                                                                                                              | 7 – 30 years                                                                                         |
| Occupancy payment rate                                                                                                    | 3.19%                                                                                                |
| • Which is discounted from the Al Rayan Bank Home Finance Occupancy Rate by                                               | 1.30%                                                                                                |
| • Which applies until                                                                                                     | 30 September 2018                                                                                    |
| • Which reverts to                                                                                                        | Al Rayan Bank Home Finance Occupancy Rate (Bank Base Rate + a margin <sup>1</sup> of 3.99% for life) |
| Maximum finance to value (FTV)                                                                                            | 80%                                                                                                  |
| Administration fee <sup>2</sup>                                                                                           | £399                                                                                                 |
| Product switch administration fee (existing customers) <sup>2+3</sup>                                                     | £199                                                                                                 |
| Available for:                                                                                                            |                                                                                                      |
| • New purchases                                                                                                           | <input checked="" type="checkbox"/>                                                                  |
| • Refinancing                                                                                                             | <input checked="" type="checkbox"/>                                                                  |
| • Releasing additional capital                                                                                            | <input checked="" type="checkbox"/>                                                                  |
| Al Rayan Bank pays the first £400 (inclusive of VAT) of its own conveyancing fees and you pay any excess over that amount | <input checked="" type="checkbox"/>                                                                  |

|                                                                                                  |                                                  |
|--------------------------------------------------------------------------------------------------|--------------------------------------------------|
| Additional acquisition payments can be made in                                                   | March, June, September and December <sup>3</sup> |
| Minimum additional acquisition payment of £4,000 <sup>4</sup>                                    | <input checked="" type="checkbox"/>              |
| Occupancy payment rate reviewed in                                                               | March, June, September and December              |
| New occupancy payment rate effective from                                                        | April, July, October and January                 |
| The property can be sold at any time                                                             | <input checked="" type="checkbox"/>              |
| Full payment can be made at any time <sup>5</sup>                                                | <input checked="" type="checkbox"/>              |
| Income from four applicants can be taken into account when assessing an application <sup>6</sup> | <input checked="" type="checkbox"/>              |

**Notes:**

- <sup>1</sup> Al Rayan Bank reserves the right to change the margin on its products, however, a cap applies of 2%. This means that Al Rayan Bank cannot increase the margin on its HPP products by more than 2% over the margin that applied at the outset. Customers will be given at least 30 days' advance notice of any changes in the pricing structure.
- <sup>2</sup> A full refund of the administration fee that has been paid will be made where the decision to decline is made by Al Rayan Bank through no fault of yours. Where the decline decision is taken because you have misrepresented yourself in the application, no refund of the administration fee will be due.
- <sup>3</sup> If you are an existing customer and you switch your occupancy payment rate after your current fixed or discounted variable occupancy payment rate has come to an end, the fee that applies will be the product switch administration fee, which is currently £199. Where the Bank agrees to a product switch whilst a fixed or discounted variable occupancy payment rate applies, the fee that applies will be the administration fee for the product selected at the time of switching.
- <sup>4</sup> When an additional acquisition payment is made, you can choose to either reduce your monthly HPS payments, or reduce the term of your HPS. Additional acquisition payments are subject to a small administration fee, currently £25. Please refer to the HPP Tariff List for details of charges.
- <sup>5</sup> An administration fee applies to all full payments. Please refer to the HPP Tariff List for details of charges.
- <sup>6</sup> All applicants need to be resident in the property.

## 4. What are the risks?

The occupancy payment you pay is reviewed at three monthly intervals. If the occupancy payment rate is increased, your monthly payments will increase. The occupancy payment rate may increase, decrease or stay the same at each occupancy payment rate review.

If you lose your job, or become ill and are prevented from working, you will still have to pay your monthly payments. As a responsible finance provider, it is important that Al Rayan Bank works with you to ensure that you can afford the monthly payments. Unfortunately if circumstances occur where you do not keep up your monthly payments, ultimately you may lose your home.

We have taken all reasonable steps to ensure that your interests, including your right to occupy the property throughout the term of the plan are protected. This includes ensuring that:

- The agreements between us are legally enforceable; and
- Your increasing share in the property is properly recorded

Therefore, in the unlikely event that we sell any of our obligations or rights under HPS (including our legal interest in the property) to a third party, you will not lose any payments you have made, your share of the property or your right to buy the property at the end of the term.

## 5. What are your commitments?

- You must pay a minimum deposit as required by the product you have chosen
- You must ensure that the building is insured at all times, provide us with a valid copy of the policy each year and our interest must be noted in the policy
- You must make your monthly HPS payment, which is made up of two elements:
  - Monthly purchase payment
  - Monthly occupancy payment

Details of the payments you must make will be provided to you in a Financial Information Statement.

## 6. How flexible is it?

You can:

- Make quarterly additional acquisition payments subject to a minimum of £4,000 and a small administration fee, which is currently £25
- Sell the property whenever you wish
- Make full payment at any time subject to an administration fee
- Once your discounted variable occupancy payment rate comes to an end, choose to switch to a new discounted variable or fixed occupancy payment rate. We will write to you in advance of the expiry of your discounted occupancy payment rate, stating the available options. If you are an existing customer and you switch your occupancy payment rate after your current fixed or discounted variable occupancy payment rate has come to an end, the fee that applies will be the product switch administration fee, which is currently £199. Where the Bank agrees to a product switch whilst a fixed or discounted variable occupancy payment rate applies, the fee charged will be the administration fee for the product selected at the time of switching.

However, you cannot:

- Have further money advanced on the plan
- Take payment holidays/breaks

## 7. What are the additional costs/charges?

No matter how you choose to finance the purchase of the property, there will always be some unavoidable costs and expenses. The costs listed below are the most frequent costs you will face when purchasing a property. Depending on your circumstances you may incur additional charges. For details of all charges that apply with an Al Rayan Bank Home Purchase Plan please refer to our HPP Tariff List.

- Valuation fee – Al Rayan Bank needs to establish the value of the property, and that the property is suitable security for the transaction. Where you are purchasing the property, the valuation may have already taken place. If the surveyor is on the Al Rayan Bank panel, we can use this valuation, although the surveyor may make a small charge to you to issue a copy of the valuation to us. If the surveyor is not on the Al Rayan Bank panel, or where you are refinancing, we will arrange for a surveyor to visit the property. The cost of the valuation depends on the property value; please refer to our Tariff List to find out the cost of the valuation.
- Solicitor's fee – For Islamic finance, the Law Society suggests that both you and the provider should obtain separate legal advice. You will be responsible for the cost of your solicitor. You will also be responsible for the full cost of our solicitor unless it is otherwise indicated in your offer letter. For details of the charges that apply for our solicitor please refer to our Tariff List.
- Clearing House Automated Payment System (CHAPS) fee – Our solicitor uses CHAPS to transfer the finance amount to your solicitor. This incurs a small administration fee that on completion, you will be required to pay to our solicitor.
- Buildings insurance – It will be your responsibility to insure the buildings. The finance will not be released until proof of cover is provided. It will be mandatory to note the interest of Al Rayan Bank (Al Rayan Bank PLC) on the buildings insurance. Should Al Rayan Bank be notified that the cover has ceased, Al Rayan Bank will purchase the cover and charge this to you.

## 8. What do I do now?

If you would like any further information on this product, please contact us on **0800 4086 407**.

**YOUR HOME MAY BE AT RISK IF YOU DO NOT KEEP UP THE PAYMENTS ON YOUR HOME PURCHASE PLAN**

**Finance is subject to status and valuation.**

**Applicants must be 21 or over or as otherwise specified.**