



18th February 2020

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THIS DOCUMENT IS NOT TO BE FORWARDED TO CUSTOMERS

REDUCTION IN 3 & 5 YEAR FIXED RATE MORTGAGES

Dear Broker,

As part of our continuing commitment to offering long term value to customers, we are delighted to announce rate reductions across our **3 and 5 year Fixed Rate Products by between 0.20% and 0.30%**. These changes are effective **from 2nd March 2020** (see table below and rate matrix attached).

In addition please find attached an updated NDI calculator for use going forward. **Please delete any previous versions of the NDI calculators and ensure to remove and destroy all out of date KBC documentation and Marketing Material.**

Customers in possession of an existing **Loan Offer** on 2nd March, and impacted by any of these changes, will **draw down** on the new lower rates from **2nd March** onwards and will receive a letter outlining the change prior to drawdown.

Please note the rates outlined below are also available to existing KBC Customers with our existing customer rate offer.

Rates Effective 2nd March 2020			Rates Inclusive of 0.20% Current Account Discount		Non-Discounted Rate	
	Rate Band	Rate Reduction	Existing Rate	New Rate	Existing Rate	New Rate
3 Year Fixed	<60% LTV	-0.30%	2.55%	2.25%	2.75%	2.45%
	60-80% LTV	-0.30%	2.60%	2.30%	2.80%	2.50%
	80-90% LTV	-0.30%	2.65%	2.35%	2.85%	2.55%
Rates Effective 2nd March 2020			Rates Inclusive of 0.20% Current Account Discount		Non-Discounted Rate	
	Rate Band	Rate Reduction	Existing Rate	New Rate	Existing Rate	New Rate
5 Year Fixed	<60% LTV	-0.20%	2.60%	2.40%	2.80%	2.60%
	60-80% LTV	-0.20%	2.65%	2.45%	2.85%	2.65%
	80-90% LTV	-0.30%	2.80%	2.50%	3.00%	2.70%

If you have any questions in relation to this Communication, please contact your Business Relationship Manager.

Willie Clancy
Head of Broker and Intermediary Sales

Information correct as at 2nd March 2020. Lending criteria, underwriting, terms and conditions apply. Security and insurance required. The maximum mortgage is 90% of the property value. KBC Bank Ireland plc is regulated by the Central Bank of Ireland. A typical variable rate PDH (Private Dwelling House) mortgage of €100,000 over 240 months costs €579.96 per month at 3.50% (APRC 3.57%). The total amount repayable is €139,190.33. The LTV (Loan to Value) Variable rate of 3.50% (APRC 3.57%) is based on a loan to value of >80%-90%. A 1% rise in interest rate will increase this payment by €52.69 per month. APRC = Annual Percentage Rate of Charge and consists of a variable borrowing rate of 3.50%, valuation fee of €126.97 and security release fee of €38. To apply for the Current Account Discount, please contact KBC. You must mandate your salary to and pay your new KBC Mortgage by direct debit from your KBC Current Account, and request that the discount be applied to your mortgage account. It should be noted that if you cease to meet any of the required conditions the discount will no longer apply. The discounted rate is not available for Buy to Let Mortgages, Tracker Mortgages, mortgage accounts which have been in arrears within the past 12 months or on the following mortgage arrears resolution options: Moratorium, Less than interest only arrangement, Interest Rate Reduction, Split Mortgage