



PROGRESSIVE

BUILDING SOCIETY

Product name: Discounted Variable Rate Mortgage Range

Information sheet produced: April 2025

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 Discounted Variable Rate product range ("Product") 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, namely those who would like to avail of a lower rate than current Standard Variable Rate and fixed rate options, but with the knowledge that the rate can change at any point in time. The product features and criteria are designed to support these needs.

- Terms of between 6 years and up to 40 years for new mortgages
- The mortgage balance can be reduced by up to 10% without early repayment charge (ERC)
- Available for first time buyers, home movers, remortgage customers and existing Society customers
- No arrangement fee on most products
- Free valuation
- Some products have free legal fees or cashback option (remortgage only)
- Enhanced income multiples available (subject to eligibility)

Full eligibility criteria can be accessed on our intermediary website.

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
FTB/Home Movers looking to purchase a residential property in Northern Ireland.	Available through Direct and Intermediary* channels. Only available through advised sale.	<ul style="list-style-type: none"> To move into a new home To have access to enhanced income multiples To allow mortgage payments to alter in line with prevailing market rates
Existing customers looking to switch to a new mortgage deal.	Available through Direct, Intermediary* & Online channels. Available through advised sale or execution only (non-advised sale).	<ul style="list-style-type: none"> To allow mortgage payments to alter in line with prevailing market rates To switch mortgage without the need for advice.
Individual(s) looking to change mortgage without moving house (remortgage)	Available through Direct and Intermediary* channels. Only available through advised sale.	<ul style="list-style-type: none"> To have access to enhanced income multiples To allow mortgage payments to alter in line with prevailing market rates
Existing mortgage holders wanting to take out additional borrowing	Available through Direct and Intermediary* channels. Only available through advised sale.	<ul style="list-style-type: none"> To allow mortgage payments to alter in line with prevailing market rates To borrow more money secured on the property
FTB/Home Movers looking to self-build a property on their own land.	Available through Direct and Intermediary* channels. Only available through advised sale.	<ul style="list-style-type: none"> To build a new home To have access to enhanced income multiples To allow mortgage payments to alter in line with prevailing market rates
*All intermediaries must be registered with us.		

The Product is not designed for customers who:

- Are looking to purchase a home outside Northern Ireland
- Want a fixed monthly mortgage repayment for a fixed period of time
- Are purchasing a property to let
- Are severely credit impaired borrowers
- Do not meet our lending or property criteria

4. Customers with characteristics of vulnerability

The Product is designed for those borrowers who would like to avail of a lower rate than current Standard Variable Rate and fixed rate options, but with the knowledge that the rate can change at any point in time, some of whom are likely to display characteristics of vulnerability or who will experience vulnerability over time.

Borrowers displaying vulnerable characteristics may not have a comprehensive understanding of mortgages or the mortgage market. Therefore, they 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 also tested the Product to assess whether it will meet the identified needs, characteristics, and objectives of the target market, including customers in the target market who have characteristics of vulnerability.

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 members
- 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 developed a comprehensive and robust assessment process which evaluates several aspects of our business to determine the value of our mortgage 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 Society's Management Risk Committee and Board Risk Committee, allowing for challenge and further investigation before we sign-off the outcomes and share the summary of our assessment with you.

Our fair value assessment has considered the following:

Benefits	Price	Costs	Limitations
The range of features that the Product provides, the quality of the Product, the level of customer service that is provided and any other features that the Product may offer.	The interest rates, fees and charges customers pay for the Product, comparable market rates, advice fees paid to intermediaries and non-financial costs associated with operating the Product.	The cost of funding the Product and any other reductions in costs to the customer made possible by economies of scale.	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.