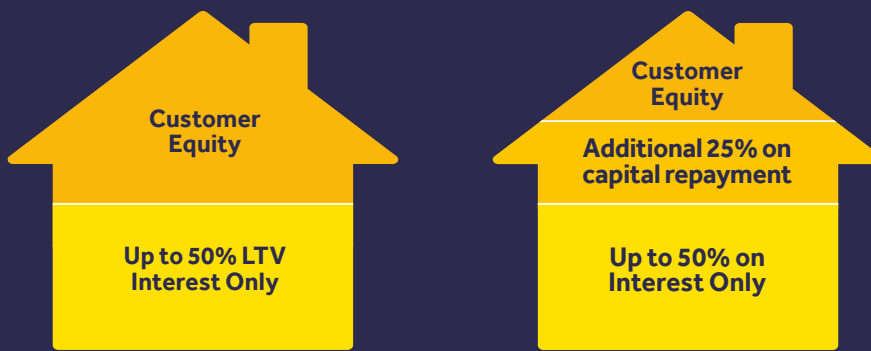


# A Quick Guide to our Part & Part Interest Only Range.

Our Part & Part mortgages give your customers more flexibility in how they buy a new property or start to pay down the capital on their existing interest only mortgage.

Your customers are able to borrow up to 75% LTV, with a maximum of 50% on interest only and the remainder on capital repayment.

## How customers may choose to borrow



## Some key features

- Sale of mortgaged property allowed as repayment strategy - with minimum £150,000 equity at the end of the term.
- Customers can choose to take a Part & Part approach for any combination. eg. 25% on interest only, 25% on capital repayment.
- Free standard valuations up to £999.
- No minimum income required.
- Credible repayment strategy needed.

## Who may these products be suitable for?

### High Net Worth Borrowers



Asset rich customers who may be looking to make the most of their current investments.



Investments may include a shares portfolio, cash savings, sale of another property or a pension.



Part & Part borrowing allows them to make more of their current assets.

### Interest Only Remortgagers



These customers may have taken out an interest only mortgage at the peak of their popularity in the mid 2000s and now have limited remortgage options.



May have initially borrowed at a higher LTV (90%+). Due to house price increases, may now qualify for 75% LTV or less.



Our Part & Part range allows them to start reducing the capital they owe, without the payment shock of moving to a full repayment mortgage.

### 'Endowment Shortfall' Borrowers



May have taken out an endowment policy in the 80s or 90s when they were often the most popular mortgage repayment vehicle, in 1988 83% of new mortgages were endowment linked.\*



A changing economy and tax laws meant many endowment policies matured well below their target value.



Part & Part could allow them to cover the shortfall and convert a portion of their mortgage to capital repayment.



**Find out more**  
Contact your local Business Development Manager or visit our website.

**leedsintroducer.co.uk**

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