

QUESTIONS AND ANSWERS

4. APPLICATION TO COMPLETION SPEED



4.1 How do your completion times compare to other bridging companies?

From a complete application being received, and verified, we look to release funds in 36 to 72 hours. We have, where required, completed within 24 hours.

4.2 How do you lend so quickly?

We have a very competent FCA Authorised partner company whom we have known for many years and work with very well. They process all of the legal documents to their and our own rigorous high standards. In addition, management understand property and finance very well. Furthermore, we have our own valuation methods to ensure a valuation of a property can be accurately determined extremely quickly.

4.3 Do you credit check your borrowers?

Yes. This is done to evaluate if a mortgage secured Bridge borrower stated method of repayment is possible. If a client has explained that they intend to sell their property then we accept a worse credit score than if they say they intend to refinance their borrowings to pay us back.

4.4 How are you able to register security so quickly?

We have all mortgage secured Bridge borrowers met face to face to sign the necessary application forms, loan documents, legal registration documents. We understand how to process everything expeditiously at HM Land Registry. It is also at this meeting that all Anti Money Laundering documentation is taken.

4.5 Is there a risk that lending so quickly, mistakes will be made?

This is highly unlikely. The loan application passes through a number of different legal, valuation and legal checks with more than one person evaluating every deal on an independent, oversight, review basis. The people who oversee every deal independently of each other have many years of industry experience in lending at such speeds. This takes place both before and after a client has been met. We always ensure that significant safety margins are incorporated into any lending, so in the unlikely event of any mistakes, then there is still very substantial mortgage secured comfort for us in the transaction.

However, with so many applications being received on a regular basis, we are never desperate to do a loan, so if the loan application does not feel right, it will be declined, even if it fits within the company's lending criteria.

4.6 Will a mortgage secured Bridge Borrower be able to make an accusation that they have been rushed into the loan?

Well anyone can make any accusation and file proceedings in a Court. The problem becomes for the Borrower is in successfully prosecuting such accusations. Such accusations would be, at worst, a bad faith filing or found to be frivolous or possibly defamatory any of which would not win the case and would result in large legal fees being awarded against the mortgage secured Bridge Borrower, all of which we are indemnified against. All of our legal documents were produced by specialist property Barristers and to date have never been rejected by any Court.

We ensure that a client goes through a multi-step process to ensure that they cannot sensibly make any accusations that would carry any merit.

4.7 Process:

- > When a potential Bridge Borrower first makes an application, we discuss the underlying loan numbers with them over the phone.
- > If they confirm that this is acceptable, we email the client the relevant loan numbers; net loan, admin fee, legal fees, interest rates, term, exit fees and gross repayable. We do not email the client any other information at this point as we ask them to confirm by email, that the numbers are acceptable. Because we only send the client the specific numbers behind the loan, they are unable to complain that they were blinded by terms and conditions.
- > When acceptance of this has taken place, we then email the full loan agreement, which contains the already accepted numbers, and all terms and conditions etc, and ask them to print it off, sign, scan and email us back.
- > Once in receipt of this, we arrange for our representative to travel to meet the Bridge Borrower.
- > If the Bridge Borrower asks for any loan variation at this meeting, the meeting is abandoned and the representative leaves the client with no paperwork signed and the process starts again.
- > We will not deviate from this tried tested and proven process.