Brilliant Solutions Live Briefing – Suffolk USPs & Criteria Changes

Andrew Sadler – Key Account Manager

Information Correct as at 8th October '25

Suffolk Building Society Intermediaries

Why brokers are using us right now - what we’ll cover

- Income and Multipliers
- Older borrowers & Interest Only
- JBSP
- Expat
- Self build
- Recent criteria changes

Income & Multipliers

- Earned income to 75 (70 if manually employed)
- Passive income beyond this inc. monetising SIPPs and investments
- Ltd Co. Directors
    - Share of net profit after tax plus salary
    - Latest yr unless more than a 20% increase
    - If more than 20% increase and we're at least 9 months through the year then, if we can get a projection supporting the last year, then we'll use the latest year's figures
- Can mix currencies
- RSUs considered

- 5.49x income - if at least 1 applicant earning £75k or more (to 90% ltv)
- 5.49x income – if renting for last 12m paying at least 90% of the new mortgage payments (to 95% ltv)

Older Borrowers and Interest Only

Older Borrowers

- No maximum age
- Up to a 40 yr term
- IO or C&I
- JBSP – max age 90 at the end of term if borrowing over 70% ltv

- Pension – company, private and state
- Monetise SIPPs and pension pots
- Monetise investments
- UK L&P minus finance costs

Interest Only

- 70% with sale of mortgaged property
  - £250k of equity at the outset
  - No minimum income

- 70% sale of second property
  - Just need the equity in the repayment vehicle property

Max 70% if already retired

Max 80% (70% IO, 10% C&I) if any element of interest only

Joint Borrower, Sole Proprietor

Max 90% ltv for resi, 80% for BTL & HL

4 apps, 4 incomes (expat – 2 apps, 2 incomes)

Non-proprietor can gift if not living in the property

Non-proprietor can live in the property if not gifting

Parent, child, grandparent, sibling. Can be step or adopted

Here's the detail:

- 70% max LTV if all applicants are retired
- 80% max LTV if term takes youngest applicant into retirement
- 90% max LTV if the term does not take the youngest applicant into retirement

Where lending above 70% LTV – the max age of any applicant at the end of the term is 90

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Expat

- Most countries **incl Europe, Australia, China, Singapore, UAE, Saudi etc** (we don't like war zones and red list countries)
- **15 different currencies on resi (BTL - All currencies)**

Resi – 90% ltv

- Do not need someone living in the property full time - Occupied on a regular basis and insured under standard terms

BTL – 80% LTV
Holiday Let - 80% LTV

- ICR based on UK tax payer status (125% stress if basic or nil, 145% if higher or additional)
- Consumer & regulated BTL both ok
- Expat self employed considered

Self Build

- 80% ltv
- Available directly from us

- Green field builds, renovations, conversions, knock down and rebuilds, large extensions

- No set stages for releases
- £100 per release. No need to involve quantity surveyors

Let us hold you hand through the process. Speak to your BDM to get cases pre-agreed

Other Recent Changes

- 90% on new build flats
- Flats to 10 storeys
- Flats above good quality commercial considered
- Will consider, by referral, good quality ex local authority flats – not deck/balcony access
- Capital raising – can raise for another property (no longer need simultaneous completion with the onward purchase)

- Don’t forget - 50% ERC free overpayments on all products
- Manual underwriting – credit check not score
- Can add a non UK applicant on as App 2
- Holiday let – 60 days pers use/h,m,l weekly rental used and Airbnb ok if holiday let demand

Would you like to know more?

Business Development Team

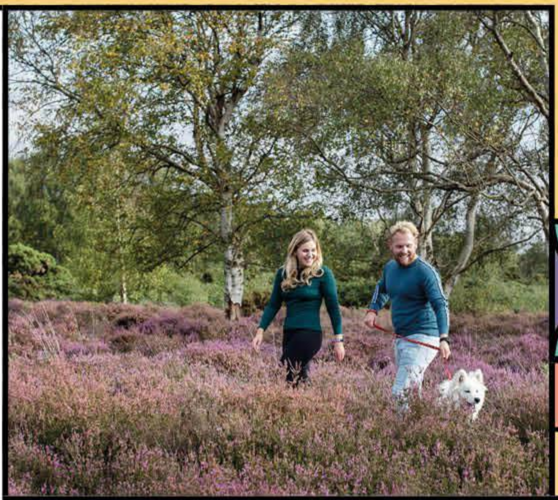
Tel – 0330 123 1073

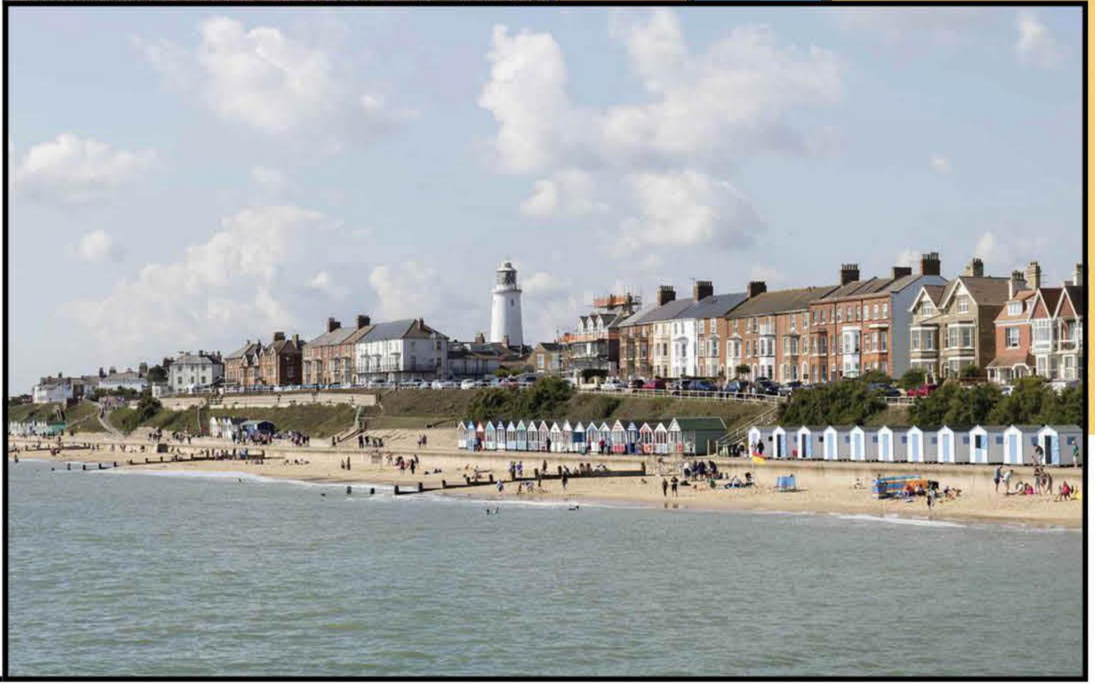
Email – bdt@suffolkbuildingsociety.co.uk

Our website: https://www.suffolkforintermediaries.co.uk/

LinkedIn: @SuffolkBuildingSocietyforIntermediaries

Thank you for your time and support





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