HOPE CAPITAL

LENDING SNAPSHOT

LOANS UP TO

75%

£5,000,000

LOAN TO VALUE UP TO

DISCOUNTED RATES FROM (PCM) 0.54%

STANDARD RATES FROM (PCM) 0.83%

REASONS FOR USING BRIDGING FINANCE

Property purchase at auction – completion in 21 - 28 days depending on the auction house. Cases can be completed within one week in certain circumstances.

Dilapidated un-mortgageable property in need of refurbishment.

Equity release used to substantiate a property purchase which otherwise falls outside of bank lending criteria.

Re-financing of existing assets for almost any purpose to be refinanced and replaced by long term lender.

Re-financing of existing bridging finance due to delays in planning applications, Covid-19 or building delays.

Off market opportunity requiring a quick completion period.

Non-standard banking criteria such as foreign nationals, BVI company lending and change of use purchases.





Quick

Flexible

Specialist

Transparent

WHO ARE HOPE CAPITAL?

Hope Capital is a privately funded specialist provider of bridging loans of up to £5m for a term of up to 18 months.

Hope Capital is a principal lender. We specialise in offering private funding for short term bridging loans and have expert knowledge of property and finance markets.

We strive to lend on every deal with a clear exit route, no matter how tricky or unusual. We have a reputation for finding a solution when other lenders can't –and doing so in record quick time.

Transparency is crucial in building trust. Therefore, we are completely transparent about all fees, interest rates and the process we will go through.

We charge **no upfront fees** and every bridging application will be looked at on its own merits.

Unlike other bridging lenders we are solely a bridging lender – we don't provide 2nd charges, term lending, ground-up development etc - therefore bridging is our specialism and what we do day in, day out.

SIX REASONS TO USE HOPE CAPITAL



Focus on service excellence, speed and transparency.

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Ability to speak to decision makers for openness and quick decisions. Cases outside of criteria are referred directly to the MD and CEO for immediate review.



Flexible repayment options – retained interest, fully serviced or any mix of part combined, retained and serviced interest – as each deal is evaluated on its own merits.



Experienced team with property, bridging finance and investment knowledge with decades of experience.



Principal lender not bound by the constraints of typical high street lenders.

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Will lend on residential, commercial, mixed-use property and land with planning.

LENDING CRITERIA





CORE LENDING CRITERIA – STANDARD PRODUCT

Hope Capital assesses each case on its individual merits - guideline criteria is available online: https://hope-capital.co.uk/resources/

Key criteria at a glance:

- Discounted rates from 0.54%
- Renewed Seventies Collection rates from 0.72.5%
- Standard rates from 0.83%
- No exit fees for standard bridging finance.
- is minimum interest charged.
- referral.
- •
- Loans on land with planning. •
- refurbishment project based on GDV.

Terms from 3-18 months – can redeem after 1 month but 3 months

• Max LTV 75% on residential properties – all other types by

Loans on residential, commercial, mixed-use property.

Refurbishment fund up to 100% of costs. For example, a residential property with refurbishment means we can fund 75% LTV of the purchase costs and 100% of the refurbishment costs. This is paid to the client in staged drawdowns throughout the



CORE LENDING CRITERIA – STANDARD PRODUCT

Key criteria continued...

- Capital raise for almost any business purpose.
- •
- case basis.
- to suit each client's individual needs.
- Short Form now available.
- Able to use HNW exemption to lend.

Any credit status considered – we have appetite to lend to all levels of credit types from prime right through to heavy adverse with minimal restrictions or rate increases for adverse clients.

• Re-bridge of an existing in the right circumstances – not many bridging lenders will allow similar LTVs of existing bridging finance on a re-bridge – we will assess all enquiries on a case by

Serviced, deducted, part serviced & part deducted – total flexibility

• Foreign nationals and offshore company lending on UK property.

• Different valuation models such as AVM, Drive By, Desktop and



EXAMPLE 1: SPEED TO COMPLETION USING NEW VALUATION MODEL

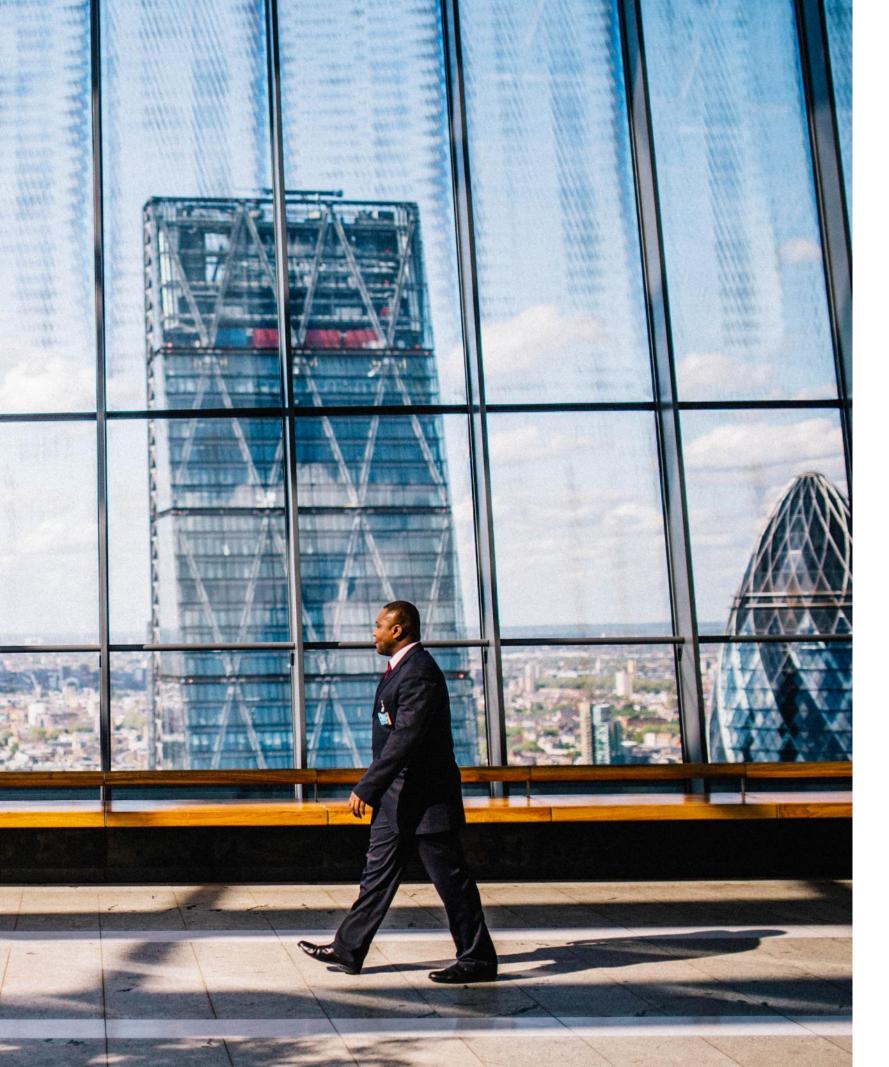
A residential property located in Kent was purchased at auction, so the borrower, a private investor needed to access the funds incredibly quickly to avoid losing the deposit paid on the date of auction.

Using an AVM enabled Hope Capital to issue the loan for £163,350 at 55% LTV, in just seven working days from enquiry to completion.

For cases where finance is needed on a rapid timescale, AVMs enable valuations to be completed significantly faster than a full physical valuation.

With the tight timescales imposed by an auction purchase and demonstrating the flexibility and can-do attitude it is known for, Hope Capital worked directly with the borrower to speed the process up further, calling them to complete the application form and ensuring that all the necessary information was in place.

The brokers for the loan were impressed by the speed and willingness to go the extra mile the Hope Capital team showed.



EXAMPLE 2 – USE OF THE FLEXI LOAN

A borrower wanted to purchase a residential property for £250,000, undertake light refurbishment works and then exit the bridging loan by refinancing on a buy-to-let mortgage within a 6 month time frame.

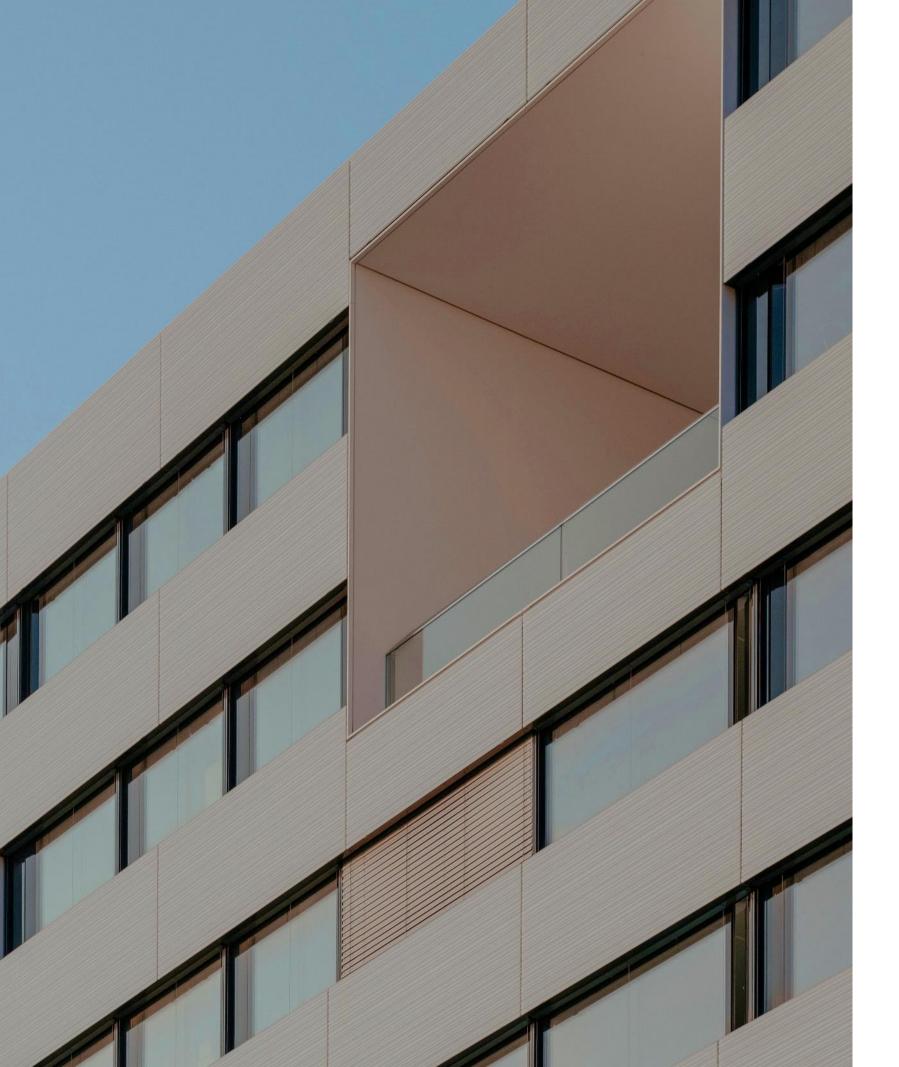
The broker asked for a comparison between a standard loan and a serviced loan as his client was looking for maximum funds.

In this instance the Hope FleXi loan was able to give him an extra \pounds 3,969 on day one which gave the customer extra funds towards the refurbishment.

Choosing the FleXi option also meant that the monthly repayments were **£740 over 6 months, opposed to £1,480 pcm** on a standard serviced loan.

This meant the repayments were more affordable from the projected \pounds 950pm rent and also enabling the client to establish a payment history in readiness for the BTL application.

The client had sufficient income from other properties to cover the interest payments whilst he carried out the work on the property.



BRIDGING LOAN PROCESS - WHAT YOU DO

ENQUIRY:

Send case to Hope Capital for assessment against product matrix and underwriting criteria

Agreement in Principal produced and sent to team along with a copy of the application form should the client wish to progress.

CLIENT APPLICATION: Client proceeds with application and returns signed form to you Valuation quote provided by panel valuer Application checked for acceptance; final outstanding items requested. Loan conditions met including credit search Formal terms are issued following full underwrite.

If valuation quote is acceptable the client pays fee directly to the surveyor and instructs survey

Hope Capital uses NIVO technology for identification verification and uploading of key documents.

COMPLETION Legal process is undertaken – Titlesolv utilised Satisfactory survey report is received and assessed Completion date set and funds released.

Rates from 0.725% per month

Loans from £150k - £725k

No upfront solicitors undertakings available

Hope 725

0.725% pm

72.5% LTV

£725k max loan

Maximum 12 month loan term

LTV

Up to 75% based on valuation or purchase price, whichever is lower.

PAYMENT OPTIONS

Deducted

Fully serviced (max 70% LTV)

Part serviced/part deducted

0.74% pm 75% LTV £575k max loan

PROPERTY

HOPE

CAPITAL

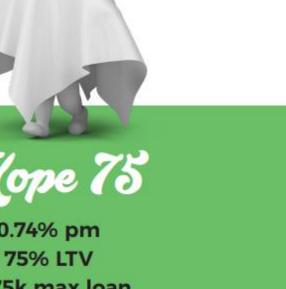
Residential (unregulated) property anywhere in England and Wales.

CLIENT

All client types including individuals and legal entities. No credit score. Any credit status considered. CCJs, arrears, CVA, IVA, bankruptcy considered. No previous experience required.

PURPOSE

Purchase (including an auction purchase), breaking a mortgage chain, or raising funds to purchase a property. Light refurbishment allowed on property (kitchen, bathroom & cosmetic. No structural work etc). Refinance of existing debt.





HOPE CAPITAL



EXCLUSIVE RESIDENTIAL PRODUCT FOR CONNECT

HOPE 75 – Connect Exclusive

0.74%

75% LTV

£625k max loan (increased from £575k)

HOPE 725 – Connect Exclusive

0.725%

72.5% LTV

 \pounds 825k max loan (increased from \pounds 725k)

CONTACT INFORMATION

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HOPE CAPITAL

THANK YOU FOR YOUR TIME

HOPE-CAPITAL.CO.UK