

Mortgage Product Statement for Mortgage Brokers

This document has been produced by C. Hoare & Co. in accordance with its regulatory responsibilities as a product manufacturer of regulated mortgage products. **It is intended to be used by distributors only and should not be shared with customers.**

Date of statement: **14th May 2023**

About the product

What is this product?

C. Hoare & Co. ('the bank') offers regulated mortgages products for residential property. The mortgage product operates on an interest-only basis. The interest rate can be either a fixed rate or a variable rate for a maximum term of ten years. The product is available in sterling and a limited number of other currencies – please contact us for more details.

What customer need is met by this product?

This product offers tailored lending solutions to accommodate the individual circumstances of the customer, allowing the bank to support customers who have complex or non-standard needs.

Who is this product designed for?

This product has been designed to meet the borrowing requirements of high-net-worth individuals who would like to raise finance against their residential property or raise finance to purchase their intended residential property.

Who is this product not designed for?

This product is not designed for the mass market. The product is not suitable for customers who are unable to meet the obligations of the monthly payment, are unable to evidence sustainable income, and/or are unable to provide suitable security or a credible repayment strategy.

Are there any particular features that you should consider when making your customers aware of this product?

The maximum term for the mortgage product is 10 years. The bank will need to be satisfied that the property offered as security for the mortgage is suitable for the bank's requirements. Certain property types may not offer acceptable security.

How can this product be sold?

This product can only be sold by the bank via its relationship managers, supported by its mortgage specialist. Mortgage specialists will undertake a full suitability assessment with the individual customer to ensure the product meets their needs and their financial objectives.

Fair Value Assessment

C. Hoare & Co. has a rigorous product-approval process.

In accordance with our obligation under Consumer Duty, the bank has carried out a product review including a fair-value assessment of this product. This assessment has been approved by the bank as representing fair value for our customers. The bank is confident that our product can continue to be distributed.

The bank will review its fair value assessment on an annual basis.

The bank's assessment of fair value takes into consideration relevant insight, including:

- usage of the product by the defined target market, and the impact on fair value of the usage of the product by different groups of customers within the target market;
- a review of the product's pricing structure, considering the price paid/agreed on entering into a contract for the product and any regular charges or fees payable over the lifetime of the product;
- a review of data sources such as complaints and net promotor scores to enable consideration of the customer's perception of whether or not they receive fair value from our product(s).

Other relevant information for distributors

Please note that, due to the limited nature of our distribution relationship, any fees that you charge the customer for your services and/or advice has been excluded from our fair value assessment of our product.

Please do not hesitate to get in touch with us if you have any questions or concerns about this regulated mortgage product from C. Hoare & Co.