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## JUST FOR YOU LIFETIME MORTGAGE CLIENT SCENARIOS

### MEDICAL UNDERWRITING HELPS CHARLIE STAY IN HIS HOME



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#### CHARLIE WOODS' STORY

- Charlie is 61, single and loves living in his two-bedroom flat in Birmingham. It's valued at £275,000 and there are 300 years remaining on the lease.
- Charlie is a Gas Safe Register registered plumber and his plan was to continue working until age 67. Things changed suddenly for him when he was diagnosed with a cancerous tumour on his leg in 2024. But, thankfully, Charlie thinks that surgery to remove the tumour and chemotherapy has worked. Still, it has made it very hard for Charlie to continue working.
- Being out of work, Charlie is having to use his savings to cover living expenses. He feels financially distressed. He'd like to rent out his spare room to supplement his income, but can't even afford to buy a bed to support that plan. Charlie would be classified as a vulnerable customer.
- Charlie is on a repayment mortgage; his current fixed rate is ending in two months. He's worried about covering his needs until his state pension kicks in. When he started looking at updating his mortgage he realised he wants to use his pension for living costs, not to cover his mortgage repayments.
- He requires a lump sum of £74,810 to repay his remaining mortgage. Ideally, Charlie would like to have a small amount left over to pay off the rest of his car finance of £4,000 and cover decoration costs to update the flat. He'd also like to buy a new bed for the spare room so that he could take in a lodger which would help add to his income. This, plus decorating costs, are estimated at £1,190.

#### How can the Just For You Lifetime Mortgage help Charlie?

It would provide £74,810 to repay his mortgage, car loan and redecorate following his recent surgery. It would also allow him to purchase the bed for the spare room so that he can take in a lodger.

#### How can the medically underwritten Just For You Lifetime Mortgage make his deal even better?

Taking Charlie's health and lifestyle into consideration could mean that he can borrow the amount required. His adviser uses the Just Adviser Portal to get a quote and answers the straightforward health and lifestyle questions. The results show that Charlie can borrow £80,000 at an interest rate of 7.69% MER using the J4 plan, compared to £78,100 at a rate of 7.56% MER without medical underwriting.

	J4 no medical underwriting	J4 with medical underwriting	Effect
Interest rate	7.56%	7.69%	+0.13%
LTV	28%	29%	+1%

#### The medically underwritten Just For You Lifetime Mortgage enabled Charlie to:

- Obtain the loan he required by answering some health and lifestyle questions.
- Stay in his own home for the foreseeable future.
- Unlock some of the value in his home to repay an existing mortgage and car finance.
- Earn an income from his property by taking in a lodger.

#### Note:

These indicative figures are correct as at **13 March 2025**.

- Using equity release to repay an existing mortgage or other debt may cost more in the long-term.
- Charlie would need to seek agreement from Just to having a lodger in the property.

All numbers are illustrative only to show how the Just For You Lifetime Mortgage could be used. This is not intended to provide any form of advice or recommendation.

### FOR MORE INFORMATION

Call: 0345 302 2287 Email: [support@wearejust.co.uk](mailto:support@wearejust.co.uk)

Or visit: [justadviser.com](https://www.justadviser.com)


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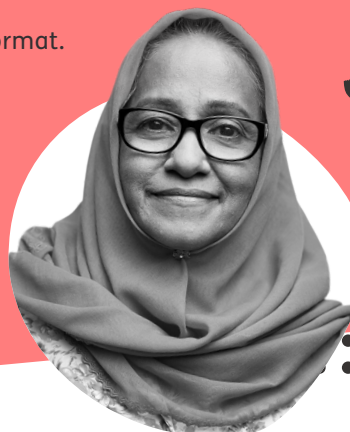


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## JUST FOR YOU LIFETIME MORTGAGE CLIENT SCENARIOS

### MEDICAL UNDERWRITING RELEASES AN EXTRA £5,000



#### ANIKA BANSAL'S STORY

- Anika is 67, widowed and lives in a three-bedroom terraced house in Halifax valued at £125,000.
- Anika loves where she lives as her three daughters all grew up in the house and still live in the area allowing her to be really involved in family life. When her husband passed away in 2005 she used the money from his life insurance to put the deposit down on her house from the local authority. When she was diagnosed with bowel cancer 12 months ago, she was forced to stop working in the family's restaurant. Her daughters bought her share of the business for more than it was worth but she has had to use that money to meet her living costs.
- Anika's not sure if she'll be able to work again and she thinks she can live off her state pension as long as she doesn't need to also make her monthly mortgage repayments.
- She wants to release £50,000 to repay her mortgage.
- Having been diagnosed with cancer and lived through the pandemic, she now wants to make every second count. She's keen to maximise the amount she can borrow, to go with her daughters and grandchildren on a holiday while she still can.

#### How can the Just For You Lifetime Mortgage help Anika?

Based on Anika's age, with the Just For You Lifetime Mortgage, her maximum loan-to-value (LTV) is 40.7%. This means she could release a maximum amount of £50,875; that's enough to repay the outstanding mortgage and release some extra for a basic family holiday.

#### How can the medically underwritten Just For You Lifetime Mortgage make her deal even better?

As Anika wants to borrow as much as possible, her adviser is keen to explore whether the cancer diagnosis could lead to a higher LTV. They use the Just Adviser Portal to get a quote and answer the straightforward health and lifestyle questions.

They discover that the combination of her being underweight, taking a high blood pressure medication and her cancer means she can borrow £53,375 at 7.74% MER. This will release what she needs to repay her mortgage and with money left over to pay towards a family holiday.

	J6 no medical underwriting	J6 with medical underwriting	Uplift
Maximum LTV	40.7%	42.7%	2%
Maximum advance	£50,875	£53,375	£2,500

#### The medically underwritten Just For You Lifetime Mortgage enabled Anika to:

- Release enough money to repay her outstanding mortgage and pay towards a family holiday.
- Use her personal medical information to maximise her borrowing to achieve her personal goals.

#### Note:

These indicative figures are correct as at **13 March 2025**.

- Using equity release to repay an existing mortgage or other debt may cost more in the long-term.

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## JUST FOR YOU LIFETIME MORTGAGE CLIENT SCENARIOS

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### RELEASED AN EXTRA £202,000 THANKS TO MEDICAL UNDERWRITING

#### CAROL SMITH'S STORY

- Carol is 74 and lives in a house worth £1 million in Surrey.
- She retired with a good pension income and lives a comfortable life.
- Carol stopped smoking when she was diagnosed with Chronic obstructive pulmonary disease (COPD) six years ago.
- She loves to socialise with friends regularly and enjoy a bottle of wine.
- Carol made sure her children are financially secure and is now looking at helping her five grandchildren in the same way. The grandchildren are aged between 18 to 25 so Carol wants to help with the costs associated with going to university and getting onto the property ladder with £60,000 each.
- Carol also wants to release £202,000 to buy a holiday apartment in Spain.

#### How can the Just For You Lifetime Mortgage help Carol?

Based on her age, her maximum loan to value is 49.8% which means she could release a maximum of £498,000. This isn't enough for what she needs.

#### How can the medically enhanced Just For You Lifetime Mortgage make her deal even better?

Her adviser doesn't want to leave it there and thinks medical underwriting may enable Carol to obtain the amount she needs.

They use the Just Adviser Portal to get a quote and answer the straightforward health and lifestyle questions. This shows that Carol can release up to £518,000 using her personal medical and lifestyle information.

	J6 no medical underwriting	J6 with medical underwriting	Uplift
Maximum LTV	49.8%	51.8%	2%
Maximum advance	£498,000	£518,000	£20,000

Alternatively our J3 product with medical underwriting and 4% cashback could be an option. This meets her lending needs but the mortgage loan required would reduce to £483,000 and she'd receive cashback of £19,320. However the interest rate on the loan would be higher than the rate that would apply in the above scenario.

#### The Just For You Lifetime Mortgage helped Carol to:

- Release the full loan amount required despite the early indications that it wasn't possible.
- See her grandchildren enjoy their inheritances.
- Buy a second home in Spain for £202,000.
- Reduce the interest over the period of the mortgage by paying off some of the interest each month.
- Give her five grandchildren an early inheritance of £60,000 each (gifting may be subject to inheritance tax).

#### Note:

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## JUST FOR YOU LIFETIME MORTGAGE CLIENT SCENARIOS

### OPTIMISING RETIREMENT FINANCES WITH J3 AND MEDICAL UNDERWRITING



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#### MARTIN COYLE'S STORY

Martin has taken early retirement after suffering a mini-stroke. Realising life is short, he decided to enjoy his time in his beautiful home in Northern Ireland while he can. He believes he has saved enough money, and cashing in his smaller pensions will cover the period until he qualifies for the state pension in 2026.

However, he feels financially overwhelmed as his mortgage is interest-only, with the full amount due for repayment in three months. He believes his property is worth £290,000. His defined benefit pension will start this year (2025) when he turns 65, and he now regrets not being more careful with his spending following his health scare a few years ago.

Martin has come to you because, although he has enough income to live on now, he can't repay his mortgage and cover his living expenses. His income is stable and will increase when he receives his state pension, but he has lost confidence in managing his money.

Since having a stent fitted, Martin has felt healthy and hasn't experienced a stroke in three years. He wants to regain control of his finances, as he no longer feels at immediate risk of serious health issues.

After reviewing Martin's finances, you find he has £20,000 in loans and credit card debt and his interest-only mortgage of £50,000 is due for repayment in three months. He also mentioned that without new windows and a new boiler, his much-loved home may be too expensive to keep warm.

#### Martin needs to:

- repay his mortgage: £50,000
- repay his credit cards and other debts: £20,000
- winter-proof his house with double glazed windows and a new boiler: £20,000

In total, he needs £90,000.

#### How can the Just For You Lifetime Mortgage help Martin?

Following a home meeting, you discover that once his debts and mortgage are repaid using equity release, Martin will have a monthly surplus of £550 after living expenses. However, he's concerned about committing all of his surplus income to servicing the interest.

With Just's J4 series now available in Northern Ireland, Martin could borrow up to 31.3% loan-to-value (LTV) based on his property's current value of £290,000. This means he could release £90,770 at a 7.65% MER, exceeding his funding needs. By factoring in his medical details, Martin could borrow up to £92,220 (31.8% LTV) with a MER of 7.74%. Using medical information with Just can also help customers access borrowing at a lower cost. This means he could borrow the £90,000 he needs on a J3 plan at 7.6% MER.

The Just For You Lifetime Mortgage gives you the flexibility to discuss Martin's options, considering his medical details. You can also explore whether interest servicing would be an affordable solution for him.

These figures are based on Martin being age 65, with an assumed term of 19 years.

Product	Overall release	Overall cost of loan if 100% interest serviced throughout the estimated term	Overall cost of loan if not servicing any interest over the estimated term	Potential saving if interest servicing 100% throughout the estimated term	Monthly cost of servicing 100% of interest	MER % if servicing 26%* or more of monthly interest	MER % if not servicing any of the monthly interest (or if servicing less than 26%)
J3 (includes medical underwriting)	£90,000	£210,555	£379,652.50	£169,097.50	£528.75	7.05%	7.60%
J4 (includes medical underwriting)	£90,000	£212,094	£383,253.30	£171,159.30	£535.50	7.14%	7.65%
J4 standard	£90,000	-	£389,820.65	-	-	-	7.74%

\* You can discuss Interest Serviced Mortgage (ISM) at any amount from 26% up to 100% of the monthly interest to qualify for the rate discount.

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