HODGE

Product intention guide

2026

FOR INTERMEDIARIES ONLY

Introduction

This aim of this guide is to give you details of our retail mortgages and the type of customer each product is designed to support.
That is, the product intention.

This document is to support our responsibilities to you as a distributor under the Financial Conduct Authority's (FCA) Consumer Duty rules and guidance. The Consumer duty require us to share appropriate information with you as the distributor so that you: understand the characteristics of our product or service; understand the identified target market.

This document should be reviewed alongside our separate Fair Value assessment for each product set.

Product intention guide

Type of mortgage	Who this mortgage helps	Example of customer segments
Hodge Resi Retire	**The Hodge Resi Retire** is a residential mortgage for individual or joint borrowers who are at least 18 years old at the point of application, who are either a current residential property owner or are preparing to purchase a residential property. This product is focused on customers who are borrowing in, or into, retirement and relying on current pension in payment or future predicted pension income to support the mortgage affordability. Many customers considering the Hodge Resi Retire mortgage are raising additional funds for purposes such as improving their home or gifting to family members to support their own home ownership aspirations.	• Applicants with income to service a mortgage past retirement • Maturing interest only customers whose plan has changed since origination but is still realistic • Maturing interest only customers who plan to downsize, but aren't ready when their existing agreement requires • Applicants who want to release equity to maintain payments and control debt • Applicant with complex income streams around retirement age • Mature professionals looking for an interest only mortgage (HNW)
RIO	**The Hodge RIO (Retirement Interest Only)** is a residential mortgage for individual or joint borrowers who are at least 50 years old at the point of application, who are either a current residential property owner or are preparing to purchase a residential property. RIO customers are generally either borrowing in, or into, retirement and relying on current pension in payment or future predicted pension income to support the mortgage affordability. The product was initially intended to provide potential borrowers with the opportunity to defer the repayment of their existing mortgage until later in retirement, usually to coincide with downsizing from a larger home and offers Interest Only as a potential solution for this and as a possible alternative to equity release.	• Applicants with income to service a mortgage past retirement • Maturing interest only customers whose plan has changed since origination and no longer want to repay • Maturing interest only customers who plan to downsize, but aren't ready to commit to when that will be • Applicant with complex income streams around retirement age • Applicants who want to release equity from their property without committing to a repayment point.
Holiday Let	**The Hodge Holiday Let mortgage** is available to individual or joint borrowers who are at least 18 years old at the point of application, who are either a current Holiday Let property owner or are preparing to purchase a property to let out for short term rentals. This dedicated mortgage product is designed to support customers to either purchase a property to let to holiday makers or remortgage their existing holiday let property. There must be a minimum of 20% deposit available for purchases or 20% equity for remortgage (maximum LTV is 80%).	• Those who have existing BTLs who would like to explore the holiday let market • Buy a place to rent and use as a place to holiday themselves • Don't have a great level of income but have a good level of savings • Have a property that Is rented via Airbnb and want to raise more capital from it • Happy in rented accommodation but want to buy a property to move into in the future
Hodge Resi	**The Hodge Resi mortgage** is a residential mortgage for individual or joint borrowers who are at least 18 years old at the point of application, who are either a current residential property owner or are preparing to purchase a residential property. The Product is focused on customers who are seeking lending that will be redeemed before retirement. Hodge Resi customers are likely to have diverse incomes that require a more bespoke understanding from both the lender and advisor.	• Applicants with multiple income streams which are all required to evidence affordability • Newly qualified or experienced professionals with complex income • Self employed or contractor applicants with reduced track record • Applicants wanting use employed income up to age 80 • Applicants wanting maximise affordability through enhanced LTI

Every case is as unique as the mortgages we provide. So if you've got a case with a story, get in touch today. We'll work with you and be your voice at Hodge to help you get the most for your customer.

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