# Tembo

Let’s make home happen

## Tembo is a multi award-winning mortgages and savings platform

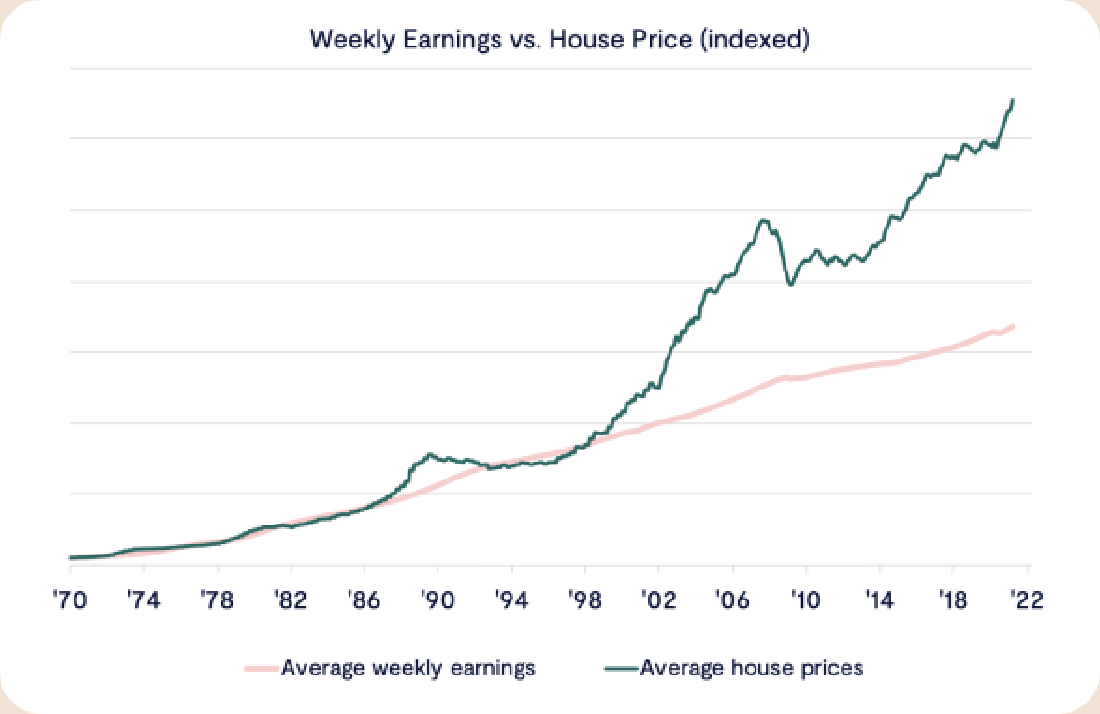
We help customers achieve their life milestones - no matter their situation. That’s why we’ve been voted the Best Mortgage Broker four years in a row by our customers (2022 - 2025) *and* rated 'Excellent' on Trustpilot.

British bank awards
Best mortgage broker
Winner 2025, 2024, 2023 & 2022
Smart money people

Trustpilot

# Buying a home has never been harder

- House price to earnings ratio is the highest it has ever been at 9x income
- On average, it takes a first-time buyer almost 10 years to save a house deposit
- 52% of would-be buyers believe they will now never own a home




The Intermediary 2023, The Guardian 2023, The Express 2024

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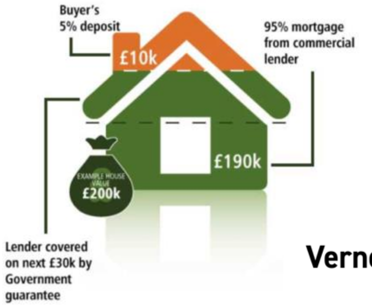
# And yet, there's more innovation than ever

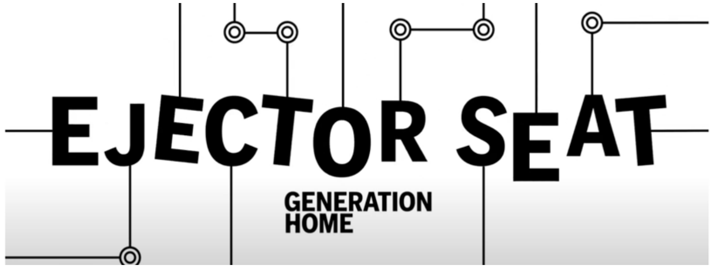



**First-time buyers to get 30% off on homes on new Persimmon estate**

Developer Persimmon wants 15 properties on its Foxfields development to become part of the government's First Homes scheme

**Vernon launches combined JBSP and guarantor mortgage for first-time buyers**

Head Start combines a joint-borrower sole-proprietor mortgage with a guarantor product.




**Own New mortgage scheme offers sub-1% rates for new-build buyers: Is it a good idea?**

- The scheme launched with Halifax, Virgin Money and Barratt Developments
- Other major housebuilders and mortgage lenders are expected to follow
- Instead of a discount off asking price a buyer will receive lower mortgage rates

The Sun

Barclays extends mortgage deal so first-time buyers can borrow £500k with NO deposit...

**How one couple used the Deposit Unlock scheme to secure their home: 'We've saved a lot by buying sooner'**

## Forces Help to Buy

The Forces Help to Buy scheme, recently made permanent by the Government, enables service personnel of the British Armed Forces to borrow up to 50% of their salary – interest free, and up to a maximum of £25,000 – towards the purchase of a property.

Certain criteria must be met to be eligible, such as having completed the prerequisite length of service and having more than six months left at the time of the application.

To read about the scheme in more detail, please click on the link below.

Forces Help to Buy

## Professional Mortgage Range

FTAdviser

First time buyers' 99% mortgage with £5k deposit launched

A 99 per cent mortgage product for first time buyers has been launched by Yorkshire Building Society and Accord mortgages.

2 weeks ago

MS Mortgage Strategy

Leeds BS launches new fixed rate green mortgage – Mortgage Strategy

Leeds Building Society will reward homeowners for energy efficiency with the launch of

Which?

Perenna to launch 30-year fixed-rate mortgages - what you need to know - Which? News

The bank estimates that the interest rate for the ultra-long fixes will fall somewhere between 6.5% and 7.5%. This means someone taking out a 30...

15 Sept 2023

**Deposit Unlock**

Available to first time buyers and existing homeowners, you could buy with just a 5% deposit. Exclusively available on selected new-build homes.

VIEW DETAILS

The Guardian

Skipton's 100% mortgage for renters offers hope – but not without risk

https://www.theguardian.com › business › dec › fears-o...

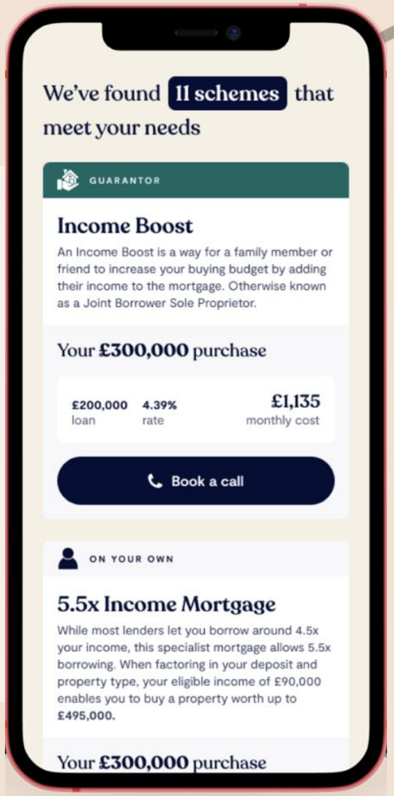
UK lender allows homebuyers to borrow seven times salary

27 Dec 2021 — Traditionally the typical maximum "income multiple" available in the UK is about **4.5 times salary**, though in 2021 a number of big lenders ...

# We maximise mortgage affordability in 3 steps

We instantly search over 100 mortgage lenders and 25 budget-boosting schemes…

To build a personalised mortgage plan that offers an average increase to borrowing of £88,000




Then we connect the borrower to a dedicated mortgage advisor

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Tembo customer data, Q4, 2024

# What do those schemes look like?

**Without family support**

- Standard
- Deposit Unlock
- Interest-only
- 0% Deposit
- 5.5x Helping Hand
- Armed Forces
- Long-term fixed
- Key worker 6x
- Tier 2 Visa
- Professional 5x

**With family support**

- Income Boost
- Deposit Boost
- Savings as Security

**Part-buy-Part-rent**

- Gov’t Shared Ownership
- Private Shared Ownership
- Sharia Mortgage

# The impact of our platform **in numbers**

**£88,000**

The average boost to affordability

**137,098**

The number of borrowers we've helped discover their true buying budget

**4.7**

What our customers have rated us on Trustpilot!

Tembo customer data, Q4, 2024

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Five ways to boost your affordability and buy sooner

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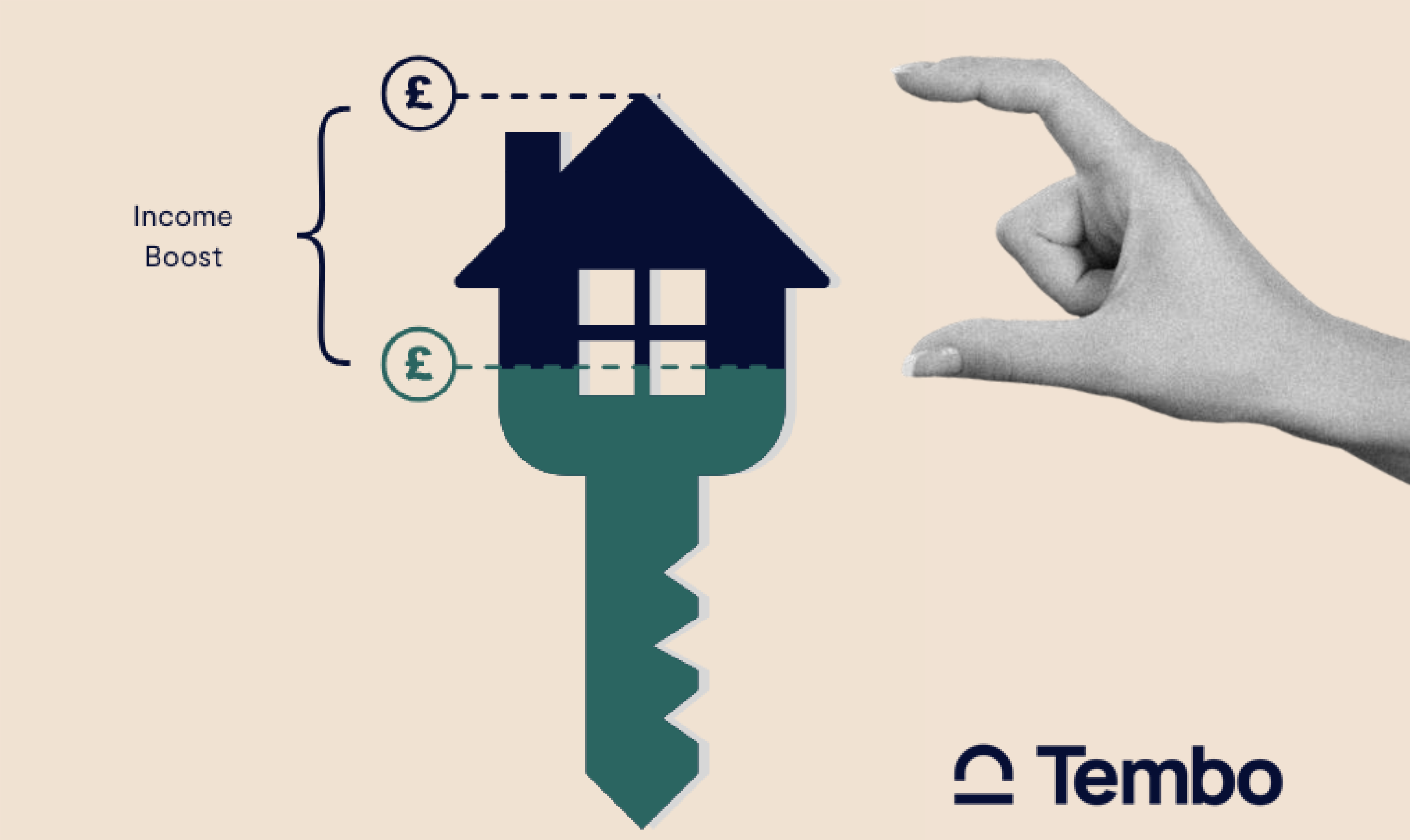
# #1 – Get help from a loved one using income

With a standard mortgage, aspiring buyers can typically only borrow 4-4.5x income - leaving an affordability gap.


Borrowers can boost their borrowing potential to overcome this gap by adding a loved one's income to theirs.

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# #2 – Get help from a loved one using a property

- Over 55s own over 78% of all property wealth in the UK – £7 trillion is locked up in existing properties.
- The average first time buyer needs over **£50,000 for a house deposit** – taking **nearly 10 years to save one up**!
- With a Deposit Boost, parents and grandparents can **unlock money from the family home** to gift to aspiring homebuyers.


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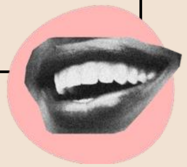
Research from Equity Release Council, 2024 & The Guardian

# #3 – Let your employment do the talking

**You could be eligible to borrow more – between 5 to 6 times your income, if:**

- You work in a professional role, e.g. lawyer, doctor, vet, accountant
- You're a key worker, e.g. nurse, police, firefighter
- Or you earn over £75,000

| | £30,000 income | £50,000 income |
|---|---|---|
| 4x | £120,000 | £200,000 |
| 4.5x | £135,000 | £225,000 |
| 5x | £150,000 | £250,000 |
| 5.5x | £165,000 | £275,000 |
| 6x | £180,000 | £300,000 |



**NB - You will need to have squeaky clean credit!**

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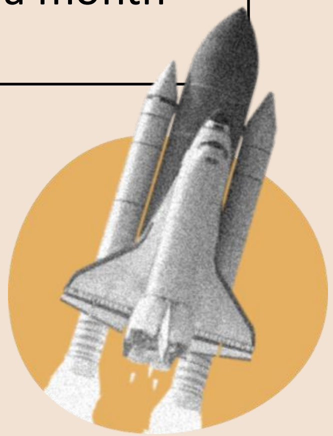
# #4 – Buy new-build to get extra incentives

- ‘Own New’ scheme – use a builder’s incentive to reduce interest rates
- Get a 5% deposit contribution to bolster your house fund
- Deposit Unlock – buy new-build with just a 5% deposit

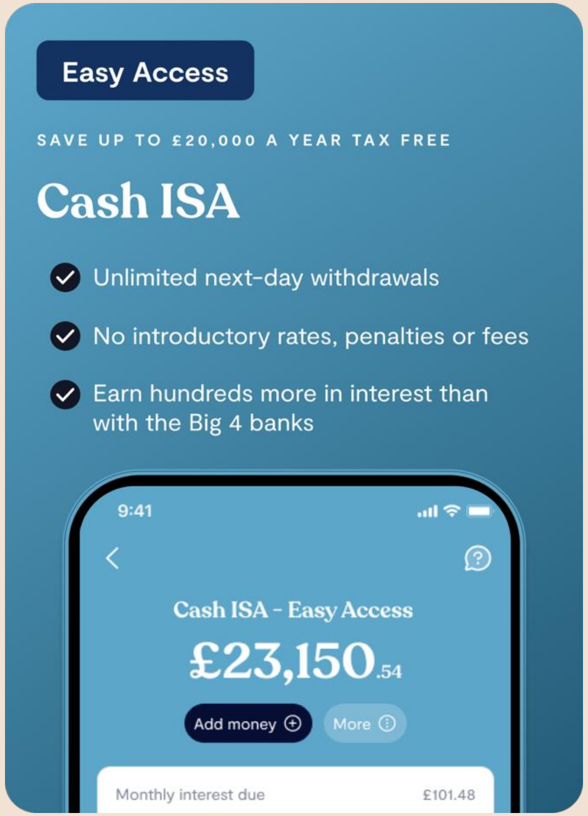
‘Own New’ Rate Reducer

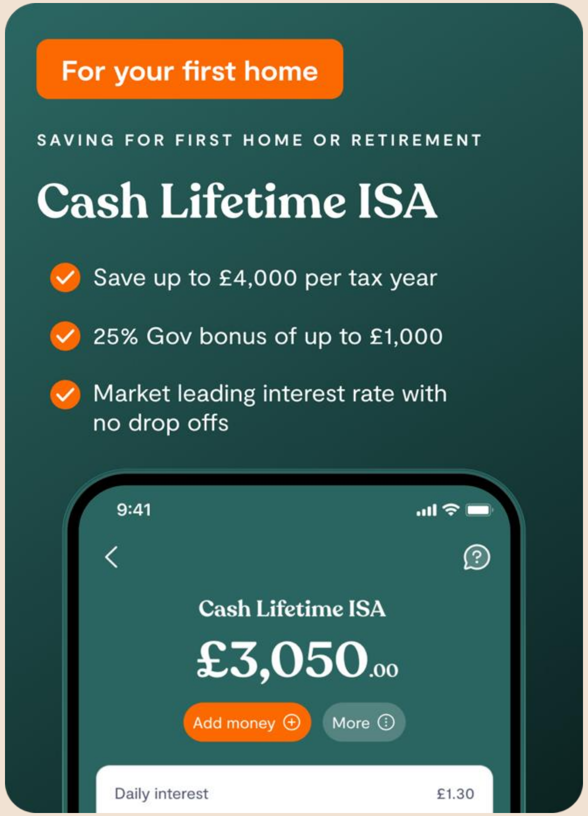
| | 4.27% | 0.59% |
|---|---|---|
| £200,000 mortgage | £1,085 a month | £717 a month |

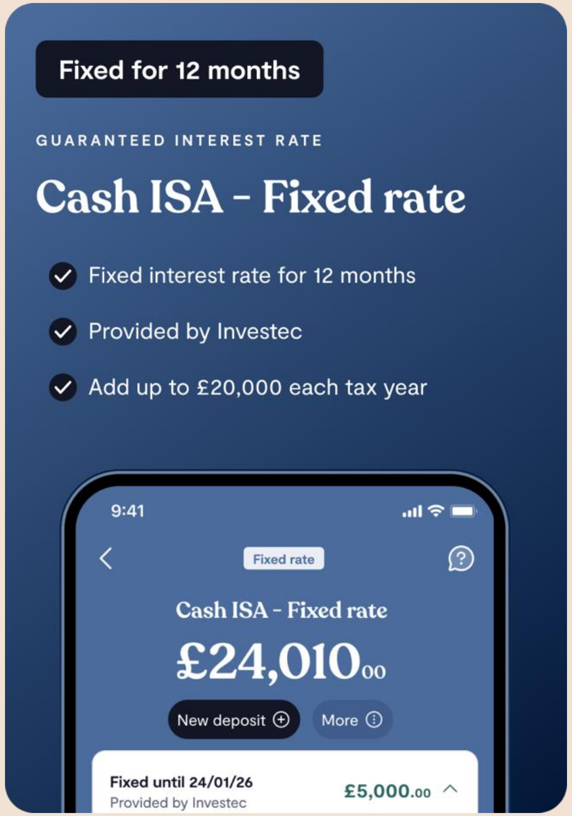


Research from Unbiased. Rates accurate as of Feb 2025

# #5 – Build a larger deposit with Tembo's ISAs




Create your Tembo account today

You can invest up to £20,000 into one or more ISAs each tax year. You must be 18 to 39 years old to open a Lifetime ISA. You must be 18 to open an ISA. Ineligible LISA withdrawals may return less than paid in. Withdrawing funds from a Fixed Rate ISA before maturity will incur a charge. Partial withdrawals from a Fixed Rate ISA are restricted. Tax treatment depends on individual circumstances and may be subject to change in the future. Early withdrawals from a Tembo Fixed Rate ISA will incur a charge equivalent to 90 days' interest on the amount withdrawn. A Lifetime ISA must be open for at least 12 months before being used to buy a first home worth £450,000 or less.

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# Tembo's top tip - buy when the time is right for you

*"Is now a good time to buy?"*

A first-time buyer who bought at the peak of the market in 2008 might have felt that they had timed their purchase awfully…

But fast forward to 2019, and their property would have increased in value by more than 25% versus when they bought it.


Statistica average house price in the UK January 2007 to March 2025

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