

Regulated Bridging Finance

Exit Strategy Evidence Standards



Minimum Standard (always required)

- Exit route must be **either**:
 - **Sale of the security property or another property**
 - **Refinance exit**
- Evidence must allow Credit to confirm:
 - **Route** (how the exit will be executed),
 - **Timeline** (why it completes inside the contractual term, viability and supporting evidence),
 - **Contingency plan** if the exit is delayed/doesn't proceed as planned.

Quality bar (Credit will test this)

- Exit must remain viable under **adverse-but-plausible** scenarios (e.g. sale delay, reduced sale value, tighter refinance conditions / affordability).

Other exit routes will only be considered if clearly evidenced and credible.

A) Sale exit — evidence pack requirements

1) Route to sale (Essential)

Other exit routes will only be considered if clearly evidenced and credible.

Provide documentary evidence of the route to sale and current status, e.g.:

- Selling agent details and written confirmation of instruction/marketing approach (or equivalent evidence of being sale-ready).
- Current marketing position (e.g. listed / going live date) and pricing rationale.

(The journey spec requires route + timeline + contingency for sale exits.)

2) Timeline to redemption (Essential)

Provide a timeline showing the sale can complete within the bridging term, including:

- Target listing date (or “already listed”),
- Expected offer window,
- Expected exchange and completion dates,
- Any known dependencies (chain position, probate milestones, etc.).

3) Proceeds / sufficiency (Essential)

Provide a clear sale proceeds view showing repayment of capital + rolled interest + fees at maturity, including:

- Anticipated sale price assumption(s),
- Estimated sale costs (agent, legals, any known costs),
- Any existing secured debt to redeem (if relevant).

(The rationale is the product's exit-dependent bullet repayment at contractual maturity.)

4) Contingency plan (Essential)

Provide a documented Plan B if the sale is delayed, covering:

- What changes will be made (price reduction strategy; change of agent/marketing approach),
- Back-up refinance route (if intended as secondary),
- Family funds / other sources (only if evidenced and credible, subject to status and verification),
- Timing triggers for escalation (e.g. "if no offer by month X, action Y").

(Contingency is explicitly required.)

5) "Stress" support (Highly Desirable)

To support Credit's required stress-testing, include:

- A sensitivity view showing repayment still works if:
 - sale takes longer, and/or
 - sale price is lower than expected.

B) Refinance Exit — evidence pack requirements

1) Route to refinance (Essential)

Provide evidence of the refinance route, including:

- The intended product type / lender category ("mainstream lender") and rationale (why feasible),
- Broker narrative explaining how the applicant meets likely lender requirements post-bridge.

(Exit type is captured as refinance; evidence must include route.)

2) Decision trail (Essential)

Provide a **decision trail** that shows the refinance is progressing and not speculative, e.g.:

- DIP/AIP where available, or
- Evidence of lender/broker assessment steps taken and outcomes to date (what checks completed, what remains).

(Decision trail is explicitly required for refinance exits.)

3) Timeline to redemption (Essential)

Provide a refinance timeline that fits inside the term:

- Target application date,
- Expected completion date.

4) Contingency plan (Essential)

Document what happens if refinance is delayed/declined:

- Alternative mainstream lender route (and what changes),
- Sale fallback (with route + timeline),
- Other evidenced repayment sources (if any).

(Contingency is explicitly required.)