

Standard Life
Home Finance

ADVISE WISE

How to source Horizon Interest Reward on the Advise Wise Platform



This document is intended for intermediaries only and is not approved for use with consumers.

Introducing Standard Life Home Finance's interest-served lifetime mortgage, Horizon Interest Reward.

Horizon Interest Reward lifetime mortgages support customers with a discounted interest rate when they commit to making set monthly interest payments over an agreed term.

With payment terms of five, 10 or 15 years and multiple interest-served options available, Horizon Interest Reward offers customers a lifetime mortgage plan which can be customised to cater for a range of affordability needs.

Your clients have the freedom to choose between the payment terms referenced above and also the amount of interest they can commit to

paying within this term. Options offered are 25%, 50%, 75% or 100% of the interest.

Horizon Interest Reward is therefore designed to flex around different customer needs, allowing your clients to choose the payment term and interest-served option that is most suited to their unique circumstances.

Source the interest-served options available to your clients via the Advise Wise Platform.

Case study:

Mr Robert Green

Age: 65

Location: Bristol



Property value: £400,000

Release amount: £100,000

Interest payments: servicing 50% for 5 years

Step 1

Create a new product search, indicating loan details, fees and the expected loan term

Home Clients Cases Resources Upskill News Events Rate Table Get Support

Primary applicant

Full name: Robert Green

Date of birth: 01/01/1960 (65 years old)

Marital status: Single

Edit medical information

Property details

Value: £400,000

Type: Purpose Built Flat

Ownership: Freehold

Address: Apartment 15, Bristol, BS1 6ZB

Loan: £100,000 (Initial loan)

Options: Fees: Paid By Client

19 years (Term)

0.00% (Protection)

Step 2

Evaluate the products. Run through the search results to filter out unsuitable products and select the plans you want to compare side-by-side

The screenshot shows three mortgage product cards from Standard Life Home Finance. Each card includes the following information:

- Product 1:** Horizon Interest Reward 530 100% 15 years Fee. MER: 6.37%, AER: 6.56%. Loan: £100,000. Product fees: £995. Total owed: £334,377. Cashback: £3.35.
- Product 2:** Horizon Interest Reward 450 100% 15 years Fee. MER: 6.38%, AER: 6.57%. Loan: £100,000. Product fees: £995. Total owed: £335,010. Cashback: £3.36.
- Product 3:** Horizon Interest Reward 530 100% 15 years (partially visible).

At the bottom of the interface, it indicates '2 products selected' and provides buttons for 'Cost Calculator' and 'Compare Products'.

Step 3

Use Advise Wise Cost Calculator to easily see the benefits of making payments over a certain period of time

The screenshot displays the 'Cost Calculator' interface. At the top, it shows 'House price inflation (%)' set to 2 and a 'Recalculate' button. Below this is a table comparing four mortgage products:

	Product 1	Product 2	HIR 530 - 50% 5y	HIR 450 - 50% 5y
Product type	Interest-Only Lifetime Mortgage	Interest-Only Lifetime Mortgage	Interest-Only Lifetime Mortgage	Interest-Only Lifetime Mortgage
Lender	Standard Life Home Finance	Standard Life Home Finance	Standard Life Home Finance	Standard Life Home Finance
Product name	Horizon Interest Reward 530 100% 15 years Fee	Horizon Interest Reward 450 100% 15 years Fee	Horizon Interest Reward 530 100% 15 years Fee	Horizon Interest Reward 450 100% 15 years Fee
Rate	6.37% MER (6.56% AER)	6.38% MER (6.57% AER)	6.37% MER (6.56% AER)	6.38% MER (6.57% AER)
Loan	£100,000	£100,000	£100,000	£100,000
Estimated Loan Term	19	19	19	19
Estimated Monthly Interest Charge	£530.83	£531.67	£530.83	£531.67
Payment options	<ul style="list-style-type: none"><input type="radio"/> No payment<input type="radio"/> Monthly payment amount<input type="radio"/> % of interest to pay	<ul style="list-style-type: none"><input type="radio"/> No payment<input type="radio"/> Monthly payment amount<input type="radio"/> % of interest to pay	<ul style="list-style-type: none"><input type="radio"/> No payment<input checked="" type="radio"/> Monthly payment amount (£265.42)<input type="radio"/> % of interest to pay <p>50</p>	<ul style="list-style-type: none"><input type="radio"/> No payment<input checked="" type="radio"/> Monthly payment amount (£265.84)<input type="radio"/> % of interest to pay <p>50</p>

Additional features include a 'Download PDF' button, a 'Cookie Policy' link, and a note: 'You can duplicate and adjust one of the products you've already selected or you can: Create a blank product'.

The Advise Wise Cost Calculator allows you to:

- Review the payment plan in depth
- Create different scenarios on one product or compare different product options side-by-side
- View the detailed breakdown of the loan, payments and the equity remaining

How it works:

Step 1 - From the product search results select the plans you want to compare and click on the teal 'Cost Calculator' button.

The screenshot shows three mortgage products from Standard Life Home Finance. Each product card displays the following information:

- Product 1:** Horizon Interest Reward 530 100% 15 years Fee. Rate: 6.37% MER (6.56% AER). Loan: £100,000. Product fees: £995. Total owed: £334,377. Cashback: £3.35.
- Product 2:** Horizon Interest Reward 450 100% 15 years Fee. Rate: 6.38% MER (6.57% AER). Loan: £100,000. Product fees: £995. Total owed: £335,010. Cashback: £3.36.
- Product 3:** Horizon Interest Reward 530 100% 15 years (partially visible).

At the bottom of the screen, a dark blue bar indicates "2 products selected" and features a teal "Cost Calculator" button and a "Compare Products" button.

Step 2 - Build multiple scenarios to visualise and compare different financial outcomes. Fill in 'Payment options' and 'Years paid' for each plan in the Cost Calculator table and click on the 'Calculate' button.

The screenshot shows the "Cost Calculator" interface with a table of four mortgage scenarios. The table is as follows:

	Product 1	Product 2	HIR 530 - 50% 5y	HIR 450 - 50% 5y
Product type	Interest-Only Lifetime Mortgage	Interest-Only Lifetime Mortgage	Interest-Only Lifetime Mortgage	Interest-Only Lifetime Mortgage
Lender	Standard Life Home Finance	Standard Life Home Finance	Standard Life Home Finance	Standard Life Home Finance
Product name	Horizon Interest Reward 530 100% 15 years Fee	Horizon Interest Reward 450 100% 15 years Fee	Horizon Interest Reward 530 100% 15 years Fee	Horizon Interest Reward 450 100% 15 years Fee
Rate	6.37% MER (6.56% AER)	6.38% MER (6.57% AER)	6.37% MER (6.56% AER)	6.38% MER (6.57% AER)
Loan	£100,000	£100,000	£100,000	£100,000
Estimated Loan Term	19	19	19	19
Estimated Monthly Interest Charge	£530.83	£531.67	£530.83	£531.67
Payment options	<input checked="" type="radio"/> No payment <input type="radio"/> Monthly payment amount <input type="radio"/> % of interest to pay	<input checked="" type="radio"/> No payment <input type="radio"/> Monthly payment amount <input type="radio"/> % of interest to pay	<input type="radio"/> No payment <input type="radio"/> Monthly payment amount (£265.42) <input checked="" type="radio"/> % of interest to pay <input type="text" value="50"/>	<input type="radio"/> No payment <input type="radio"/> Monthly payment amount (£265.84) <input checked="" type="radio"/> % of interest to pay <input type="text" value="50"/>

Additional features include a "House price inflation (%)" input set to 2, a "Recalculate" button, and a "Download PDF" button. A note states: "House price index: Halifax | Nationwide (This figure should be treated as a guide only, and won't be used in any mortgage application)." A "Create a blank product" button is also visible on the right side.

In this example, we've created two new products by duplicating the selected plans and we've set different payment options to view how these affect the total amount paid, interest roll-up and final loan balance. This way we can compare four interest serviced scenarios.

The Cost Calculator will show the breakdown of the loan, payments and equity remaining. You can download the pdf document from the icon on top of the page.

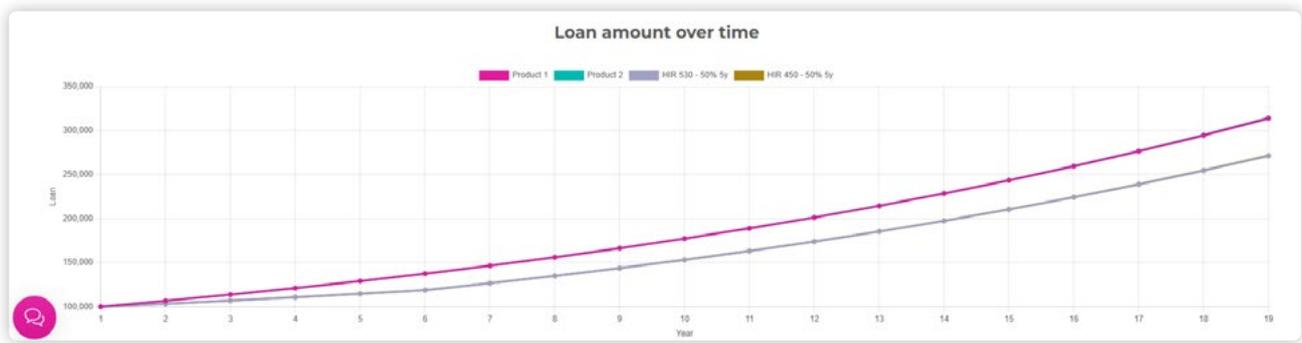


Cost Calculator

[Download PDF](#)

Loan and Payments
Equity Remaining

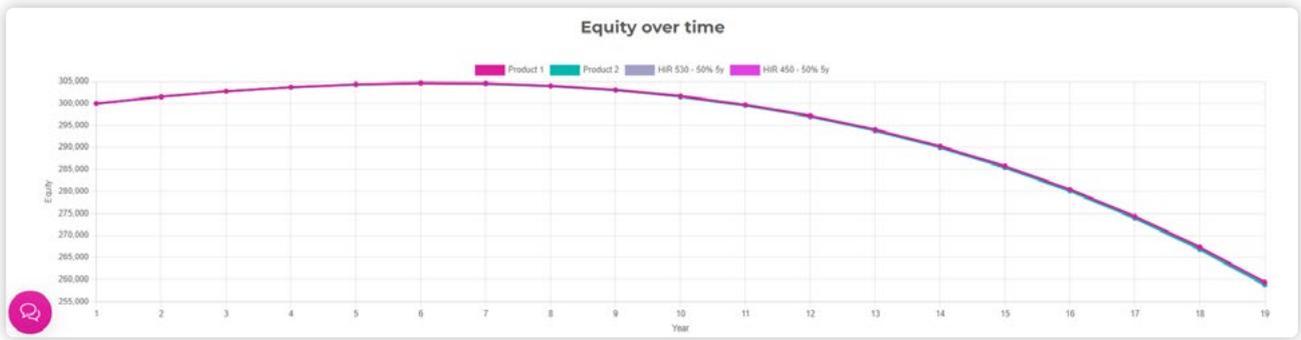
Year	House Price	Product 1		Product 2		HIR 530 - 50% 5y		HIR 450 - 50% 5y	
		Loan	Payment	Loan	Payment	Loan	Payment	Loan	Payment
1	£400,000	£100,000	£0	£100,000	£0	£100,000	£3,185.04	£100,000	£3,189.96
2	£408,073.74	£106,559.31	£0	£106,569.91	£0	£103,279.65	£3,185.04	£103,284.95	£3,189.96
3	£416,310.45	£113,548.86	£0	£113,571.45	£0	£106,774.43	£3,185.04	£106,785.73	£3,189.96
4	£424,713.41	£120,996.88	£0	£121,032.99	£0	£110,498.44	£3,185.04	£110,516.5	£3,189.96
5	£433,285.97	£128,933.44	£0	£128,984.75	£0	£114,466.72	£3,185.04	£114,492.37	£3,189.96
6	£442,031.57	£137,390.58	£0	£137,458.93	£0	£118,695.29	£0	£118,729.46	£0
7	£450,953.69	£146,402.45	£0	£146,489.85	£0	£126,480.88	£0	£126,529.88	£0
8	£460,055.9	£156,005.44	£0	£156,114.1	£0	£134,777.15	£0	£134,842.78	£0
9	£469,341.83	£166,238.31	£0	£166,370.66	£0	£143,617.6	£0	£143,701.82	£0
10	£478,815.2	£177,142.4	£0	£177,301.05	£0	£153,037.92	£0	£153,142.9	£0



Cost Calculator

Loan and Payments
Equity Remaining

Year	House Price	Product 1	Product 2	HIR 530 - 50% 5y	HIR 450 - 50% 5y
		Equity remaining	Equity remaining	Equity remaining	Equity remaining
1	£400,000	£300,000	£300,000	£300,000	£300,000
2	£408,073.74	£301,514.43	£301,503.83	£304,794.09	£304,788.79
3	£416,310.45	£302,761.59	£302,738.99	£309,536.02	£309,524.72
4	£424,713.41	£303,716.53	£303,680.41	£314,214.97	£314,196.91
5	£433,285.97	£304,352.53	£304,301.22	£318,819.25	£318,793.6
6	£442,031.57	£304,640.99	£304,572.64	£323,336.28	£323,302.11
7	£450,953.69	£304,551.24	£304,463.84	£324,472.81	£324,423.81
8	£460,055.9	£304,050.46	£303,941.8	£325,278.75	£325,213.13
9	£469,341.83	£303,103.52	£302,971.18	£325,724.24	£325,640.01
10	£478,815.2	£301,672.8	£301,514.14	£325,777.28	£325,672.3



Want to learn more about the benefits of Horizon Interest Reward?

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