



JOIN THE RETROFIT REVOLUTION

Our remortgage feature rewards people for making upgrades to their homes.

LOWER MORTGAGE RATES AWAIT

Your customers can get lower mortgage rates when they upgrade their homes!

Our remortgages come with an optional retrofit discount feature for those customers who intend to retrofit their home in the next two years. That means a lower mortgage payment, lower energy usage and doing less harm to the environment. What's not to like?

Why is Perenna doing this?

We want to do our bit to help the UK's efforts to tackle climate change.

Installing low-carbon (renewable) technologies is a great way to reduce carbon emissions in our homes. But we know that this can be costly, and sometimes tricky. That's why we want to offer this discount. We want to reward homeowners for taking on the challenge. Every home that gets decarbonised gets us one step closer to a brighter future.

Let's work together to make a difference!

Who qualifies for the discount?

We will lower the interest rate on a mortgage by 0.20% when a customer installs:

- Solar panels (with minimum installed capacity of 2kW), or
- A heat pump

To get the lower rate, they must:

- Remortgage to Perenna
- Have the work completed by an MCS certified installer [after their loan start date]
- Provide us with the MCS certificate or certificate number within 2 years of the mortgage start date.

How much could my client save?

You can easily find out how the discount can impact your client's monthly payments. Simply check out our calculator at intermediary.perenna.com/retrofit-discount-feature.

Here's an example of how the retrofit discount feature works

If your client borrows £300,000 over 35 years at an interest rate of 6.00% and they install solar panels, we will lower their rate to 5.80%, saving them £40 per month on their mortgage payments. That's £480 per year - and that's before you factor in any savings from the solar panels!

	Before retrofit	After retrofit	Monthly savings	Annual savings	10yr savings
Mortgage payments	£1,711	£1,671	£40	£480	£4,800

The example above shows how the retrofit feature works. It is not a reflection of the product we have available. Please check out our intermediary website for details of our latest range.

HOW DOES MY CLIENT OPT IN TO THE DISCOUNT?

01 When you're discussing the ESIS, check whether the retrofit discount feature is suitable for your client.

02 When you make a full application, you can let us know if your client would like to opt in to this feature.

03 They will need to arrange for the works to be completed by an MCS installer.

04 The work must be completed after their mortgage start date, but within 2 years of it.

Don't forget, if your client would like to benefit from the retrofit discount feature, they must opt in during the mortgage application process. The feature cannot be added to the mortgage at a later stage. Our retrofit discount feature is not available on our Retirement interest only (RIO) range.

What should my client do after they've installed solar panels or a heat pump?

Now it's time for us to reward them for doing their bit to help tackle climate change.

As soon as they have received an MCS certificate, they can let us know by visiting our website at perenna.com/retrofit-complete. We will check that the work is complete and then reduce the interest rate on their loan within 1 month. We will also adjust their monthly payment and let them know the new amount and the date this takes effect.

THINK REMORTGAGE. THINK RETROFIT!

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