WEATHERBYS

Lombard lending

A SMARTER WAY FOR YOUR CLIENTS TO BORROW

PRIVATE BANK

Important information – for intermediaries use only

This brochure has been prepared solely to provide an overview of our Lombard lending proposition. It is intended for discussion among intermediaries only and must not be shared with clients or used as client-facing material.

The content is illustrative and indicative but does not constitute an offer of credit or a commitment to lend. Any lending would be subject to full suitability assessment, credit approval, documentation and applicable regulatory requirements.

Intermediaries remain responsible for meeting their own regulatory obligations when advising clients, including assessing suitability, explaining risks and ensuring the client's understanding of the product.

A lending solution built around your client

At Weatherbys, we believe banking should feel personal, because every client and every situation is different. It's a principle that shapes everything we do.

If you're supporting clients who require liquidity but want to preserve their investment strategy, we offer Lombard lending (also known as investment-backed lending) as part of a private banking relationship.

This allows your clients to access funds secured against existing investments, without changing investment managers or custodians.

For you, it means client needs can be met without disrupting their underlying portfolio, your advice or the client relationship.

It's an offer built to sit alongside everything else we do and, naturally, with the personal, relationship-led service you'd expect from us.

The product

Lombard lending allows your clients to access liquidity by securing a facility against their existing investment portfolio.

– Secured against eligible listed investments
– Revolving, flexible facility (operating similarly to an overdraft)
– Indicative loan-to-value of up to 50%
– Competitive pricing
– Ongoing loan-to-value monitoring
– Available to individuals, trusts and limited companies

When is it the better option?

Whether the need is personal or professional, Lombard lending is likely to be most suitable for clients who need liquidity for a time-sensitive opportunity, are looking for a short- to medium-term facility or prefer not to sell investments at the time.

In short, it:

– Enables fast access to liquidity
– Avoids disruption to the client's investment strategy
– Requires no need to transfer assets or change custodians
– Supports continuity of advice and the existing client relationship
– Provides a flexible facility that can be drawn and repaid as needed

Clients are most likely to benefit from Lombard lending in these situations:

Property
When a property opportunity arises but funds aren't immediately available.

Business investment
For when capital is needed quickly, for example to back a new venture.

Borrowing to invest
For suitable clients, Lombard lending can provide a way to increase investment capacity by borrowing against an existing portfolio, a strategy often referred to as gearing. By putting more capital to work, investors may enhance returns where investment performance exceeds the cost of borrowing, potentially accelerating long-term wealth creation and compounding.

However, gearing also increases risk, as losses can be magnified, borrowing costs must be met regardless of investment performance, and additional security or repayments may be required if portfolio values fall. As a result, borrowing to invest is only suitable for certain clients and circumstances and should be considered carefully as part of a wider financial planning strategy.

Tax liabilities
When a significant tax bill arrives at an inconvenient time.

Ongoing flexibility
Clients don't always know when they'll need access to capital. Having a facility in place provides reassurance that funding is available as and when required, with the ability to draw and repay as circumstances change.

Please note: There may be individual scenarios where, following analysis and client discussions, a Lombard loan isn't the right solution for a particular client.

Lombard lending gives your client access to funds when they need them

What you need to know

Remember, the value of investments can go down as well as up and your client may be required at short notice to bring the loan-to-value percentage back within agreed parameters, via cash or a partial sale of their portfolio.

Please note that Lombard lending is a complex form of borrowing and may not be suitable for all clients.

Both market movements and changes in the value of the underlying portfolio can affect the client's position and may result in additional collateral being required. Our banker will conduct a thorough discussion with the client to ensure they understand the structure, risks and obligations associated with this type of lending.

As the introducer, you should also speak with your client to help them consider how factors such as market volatility and portfolio concentration may impact the loan over time.

Four simple steps, carefully handled

From first conversation to drawdown, the process is designed to be straightforward. We can work closely with you and your clients throughout, providing updates as appropriate.

01 Initial conversation

It starts with a conversation between you, your client and a Weatherbys banker. We will talk through the client's situation, what they need and whether Lombard lending is likely to be suitable.

02 Understanding the portfolio

You share details of the client's portfolio with us – holdings, ISINs and valuations. We assess the eligible investments, determine the portfolio's risk profile and confirm the level of lending available.

03 Access to funds

Once the facility is in place, it operates like an overdraft secured against the client's portfolio. The client can access funds as needed, with the flexibility to repay and reuse the facility over time. We will continue to monitor the lending throughout its lifetime.

04 Keeping you informed

Where appropriate and with your client's agreement, we can keep you informed of any material changes relating to the lending or underlying portfolio.

Get in touch – we're here when you need us

At Weatherbys, we've been building trusted relationships for over two centuries. As an independent, family-owned bank, we offer something rare – a genuinely personal approach, grounded in integrity and guided by experience.

Whether through a direct referral or as part of a broader advisory team, if you'd like to chat about working together, please contact us.

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