

# Seeing Beyond the Figures: A Different Approach to Self-Employed Success



## Who's the star of this story?

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A self-employed client running a holiday park business, looking to remortgage and raise funds following a divorce.

The client needed a lender who could understand the realities of running a seasonal, booking-led business—where the accounts don't always tell the full story at first glance.

## What was the catch?

On the surface, the client's company accounts appeared challenging:

- The business looked like it **owed more than it earned**
- Future bookings were shown in the accounts as **creditors**, creating the impression of higher liabilities
- This made the case appear higher risk than it actually was, leading other lenders to decline

The complexity wasn't the business performance—but **how the figures were presented**.

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## How did we make it work?

Rather than drawing conclusions at face value, our specialist underwriters dug deeper:

- We reviewed the **historical accounts in detail**
- We worked closely with the **client's accountant** to fully understand how the business was structured and why future bookings appeared as creditors
- This allowed us to clearly distinguish between accounting presentation and real financial performance

By taking this insight-led approach, we were able to get comfortable that the business was, in fact, **highly profitable and sustainable**.

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## How did we seal the deal?

With a full understanding of the business model and its true financial position, the case was successfully offered, enabling the client to:

- Remortgage
- Raise the required funds
- **Outcome:** Offer issued after deeper assessment where other lenders declined

A clear example of how **specialist underwriting and a common-sense approach** can turn a complex self-employed case into a positive outcome.

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## Key deal snapshot:

### Mortgage type:

Self-employed remortgage

### Borrowing amount:

£595,000

### Client profile:

- Holiday park business owner
- Complex accounts due to booking structure

### Reason for remortgage:

To raise funds following a divorce

### Loan-to-value (LTV):

77%