

At a glance

Our business

Buy-to-Let and SME lending

2017 Buy-to-Let/SME

Net loans and advances	Gross new lending	Average book LTV at 31 December
£5.6bn	£2.4bn	69%
2016: £4.1bn	2016: £1.9bn	2016: 69%

Buy-to-Let mortgages

We provide loans to limited companies and individuals, secured on residential property held for investment purposes. Our target market is experienced and professional landlords or high net worth individuals with established and extensive property portfolios.

Commercial mortgages

We provide loans to limited companies and individuals, secured on commercial and semi-commercial properties held for investment purposes or for owner occupation.

Residential development

We provide development loans to small and medium sized developers of residential property. Loans are staged, with monitoring surveyors signing off each stage of the development before funds are released.

Funding lines

We provide funding lines (loans) to non-bank finance companies secured against portfolios of financial assets, principally mortgages and leases.

Residential mortgage lending

2017 Residential mortgages

Net loans and advances	Gross new lending	Average book LTV at 31 December
£1.7bn	£0.2bn	56%
2016: £1.9bn	2016: £0.4bn	2016: 58%

First charge

We provide loans to individuals, secured by a first charge against their residential home. Our target market includes high net worth and complex income customers. We are also experts in shared ownership, lending to first-time buyers and key workers buying a property in conjunction with a housing association.

Second charge

We provide loans to individuals seeking to raise additional funds secured by a second charge against their residential home. We predominantly target good credit quality borrowers.

Funding lines

We provide funding lines to non-bank lenders who operate in high yielding, specialist sub-segments such as residential bridge finance.

Retail savings

2017 balance by channel

Direct 41% 2016: 37%	Online 36% 2016: 32%	Branches 23% 2016: 31%
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Online

We attract retail savings deposits via the internet.

Direct

The direct channel sources savings products via telephone and post.

High street branches

Our Kent Reliance branded network operates in the South East of England and offers a variety of fixed, notice, easy access and regular savings products, including ISAs.

Our trading brands

OneSavings Bank is made up of a family of specialist financial services brands.

KentReliance

Largest lending business in the Group, offering Buy-to-Let and first charge residential loans.

Kent Reliance is also an established, stable and award-winning savings franchise. Its strong customer focus delivers high levels of customer satisfaction, resulting in strong customer loyalty and retention.

InterBay

Commercial

Specialist semi-commercial and commercial mortgage lender providing Buy-to-Let loans, alongside owner-occupied and investor commercial mortgages throughout England and Wales (acquired in August 2012).

Heritable

Development Finance

Experienced team providing specialist residential development finance to small and medium sized developers with a proven track record (commenced trading in January 2014).

Prestige

Finance

Long-standing second charge lender, which offers an award-winning range of specialist secured loans throughout England, Scotland and Wales (acquired in September 2012).

osbIndia

Based in Bangalore, India, and a wholly-owned subsidiary of OneSavings Bank, OSBI provides primary processing for our Kent Reliance, Jersey and Guernsey brands.

You can find more about us by visiting our website www.osb.co.uk

