nivo

NIVO AI ASSISTANT | FOR LENDERS

# Every case reaches your underwriter complete and checked.

Your AI assistant takes each case from the broker's first email, chases whatever is missing, day and night, and checks it against your criteria. Your team decides every case.

## The underwriter report

SPECIMEN

Ridgeway Homes (Marple) Ltd · Development finance · Lender ABC, a dummy lender

EXECUTIVE SUMMARY

Six detached houses on a former garage site in Marple, with full planning, from a developer with four schemes built since 2015. The facility redeems the site bridge and funds a fixed price build. Exit is open market sale, with refinance as the fallback. Both directors are guarantors for 25%.

| FACILITY | TERM | LTGDV | LTC |
|---|---|---|---|
| £2,350,000 | 18 months | 68.1% | 81.7% |

EVIDENCE GATHERED — 16 held

- Red Book valuation, 9 October
- Planning decision, 14 conditions
- Cost plan and build programme
- Monitoring surveyor's first report
- Developer CV and track record
- Parent company accounts
- Agent's sales appraisal

CHECKS RUN — Both directors

- ID with a face match
- Address and electoral roll
- PEP, sanctions, adverse media
- Credit on SPV, parent and contractor
- Appraisal reconciled to the cost plan
- Planning conditions, four outstanding
- Criteria: 13 pass, 3 unclear

THE SUMS — Worked from the documents

| | |
|---|---|
| Day one advance, bridge plus fee | £447,000 |
| LTGDV on the 90 day value | 75.7% |
| Profit on cost | 16.7% |
| Profit if values fall 10% | £149,000 |
| Build cost a square foot | £171 |
| Borrower contribution | £528,000 |

FOR YOUR UNDERWRITER — Decision left to credit

### 8 flags, one high

1 high · 4 medium · 2 low · 1 info

- HIGH — Four planning conditions to discharge
- MEDIUM — Over 70% LTGDV on the 90 day value
- MEDIUM — Build contract still at letter of intent

Sent to your named underwriter, every finding sourced and the whole evidence pack attached.

- First two weeks free
- Start on your own closed cases
- Nothing goes to brokers until you say
- Set up done for you, no set up fee

nivohub.ai/lenders

# Hire an AI assistant for your loan cases.

Every loan case comes with hours of admin before anyone can decide: asking for documents, checking them, chasing what's missing, and the back and forth with brokers and borrowers. Nivo AI Assistant for lenders does that work for you.

Most AI tools help your team with tasks at certain points in their process. Nivo's AI assistant does all the work, from the first email to a complete, checked case, and hands your underwriter the result.

## A leap in capability and productivity.

### What it does

Send it anything about a case, from a broker or your own team, in any format. It works out what else the case needs, asks the right person for each item and reads every document as it lands. It runs ID, KYC and credit checks, analyses accounts, bank statements and appraisals, gets forms signed and chases until nothing is missing. Then it checks the whole case against your criteria and writes the underwriter report, with every document attached.

### How it works

It works 24/7, over email and in your brand. Brokers and borrowers just reply to an email; nobody logs in to a portal. You can see every conversation, every check and the assistant's thinking in your own console.

### Why we built it

We built it so lenders can grow without hiring, and so your people can spend their time on the decisions only they can make. It is designed to raise the number of loans each person completes, shorten the time from enquiry to completion and get more cases right first time.

### You stay in control

It works to your rules. Any message can wait for a person's approval, and referrals and exceptions go to your team.

### Ready out of the box

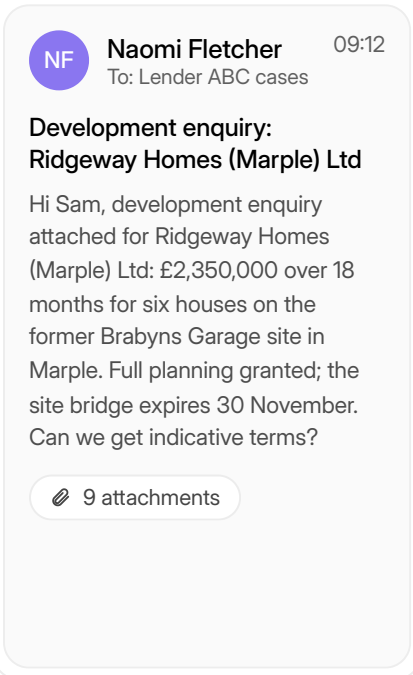
Set up is done for you, usually within five working days of receiving what we need, and the first two weeks are free. Nothing beats seeing it on your own cases.

# Email in. Report out.

A broker or your own team emails it anything about a case, in any format, with any attachments. It works out what the case needs, gathers, checks and chases it, then sends your underwriter the report with every document attached.

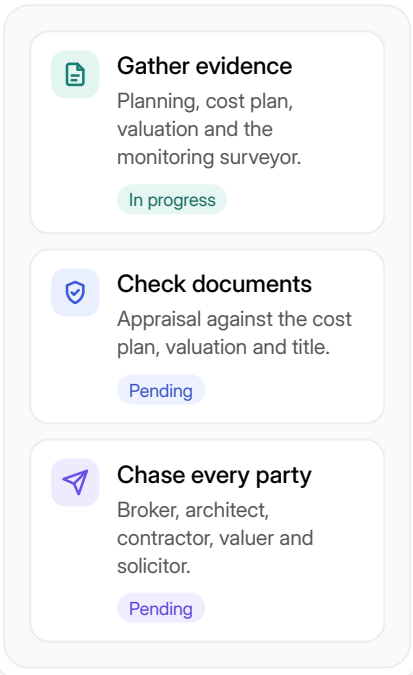
### Email in

From a broker, a packager or your own team. Cases can also come in by API.



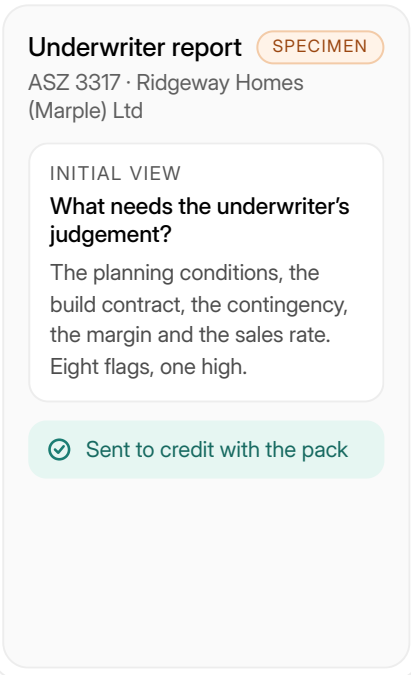

### Gather, check, chase

It checks the deal against your criteria, asks the right person for each item, reads each one as it lands and chases until the case is complete.




### Report out

Once the AI has a fully packaged case, it compiles a full report with summaries, flags, and every document and all evidence attached, and sends it to underwriters for review.




## Two ways in.

FROM YOUR TEAM

### Forward it a case

Your team sends it a case from their inbox, and you can have it ask before anything goes to a broker or borrower.

FROM BROKERS

### Brokers email it directly

Brokers send cases straight to the assistant's email address and it does the rest. This is where it takes on the most work.

# Five stages, enquiry to completion.

Run all five, or only the ones you choose. The AI is built to your rules, which are applied to every message it reads and writes.

| | | |
|---|---|---|
| 1 | Application and product check | Out: a scoped deal |
| 2 | Gather evidence | Out: every item closed |
| 3 | Gap check | Out: underwriter ready |
| 4 | Underwriter report | Out: the report, every document attached |
| 5 | Post underwriting actions | Out: ready to complete |

# What it does along the way.

The jobs a good case handler does on every case, done in your name, from the first email to completion. It works from a knowledge base of your product guides, criteria, credit policy, forms and house rules, in your words.

- Document collection and analysis
- Bank statement analysis
- Biometric ID
- Credit reports
- Company checks
- Consents and forms signed electronically
- Criteria check
- Chasing
- Manual referrals and approvals
- Underwriter report
- Post decision actions
- Audit trail and console
- Integration gateway

# The underwriter report, part by part.

The underwriter report is the output. It is what the AI delivers once it has done its job: a complete account of how everything on the case checks out against your criteria, with every check, every flag and every document attached. If you would like it in your own report format, we set that up at no additional fee.

## UNDERWRITER REPORT

**Ridgeway Homes (Marple) Ltd**

**Development finance - ground up residential, up to 70% LTGDV and 85% LTC (DEV-RES-70)**

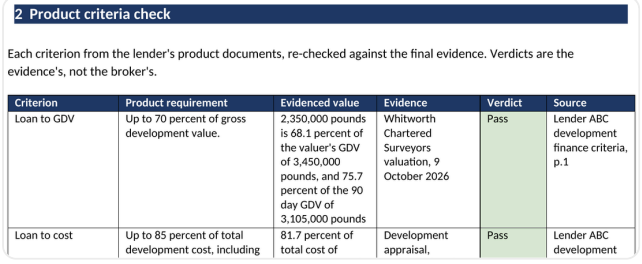
Prepared 2026-10-16

For Lender ABC underwriting

Introduced by Pennine Commercial Finance - Naomi Fletcher

| | | | |
|---|---|---|---|
| **Facility requested** | £2,350,000 gross, including rolled up interest and fees | **Term** | 18 months |
| **LTGDV / LTC** | 68.1% of GDV; 81.7% of total cost | **Purpose** | Six detached four bedroom houses on a former garage site, with the existing site bridge redeemed |
| **Borrower type** | Limited company (development SPV) | **Company number** | 15432109 |
| **Exit** | Open market sale of the six units; refinance of any unsold units as fallback | **Deadline** | Existing bridge expires 30 November 2026; drawdown targeted 27 November 2026 |

1 **Header and summary.** A £2,350,000 development facility for Lender ABC, a dummy lender.



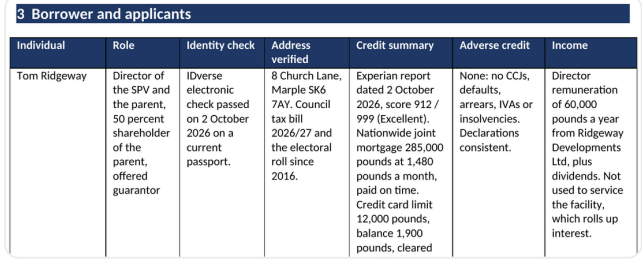
**2 Product criteria check**

Each criterion from the lender's product documents, re-checked against the final evidence. Verdicts are the evidence's, not the broker's.

| Criterion | Product requirement | Evidenced value | Evidence | Verdict | Source |
|---|---|---|---|---|---|
| Loan to GDV | Up to 70 percent of gross development value. | 2,350,000 pounds is 68.1 percent of the valuer's GDV of 3,450,000 pounds, and 75.7 percent of the 90 day GDV of 3,105,000 pounds | Whitworth Chartered Surveyors valuation, 9 October 2026 | Pass | Lender ABC development finance criteria, p.1 |
| Loan to cost | Up to 85 percent of total development cost, including | 81.7 percent of total cost of | Development appraisal, | Pass | Lender ABC development |

2 **Product criteria check**

Each criterion, with its verdict and source.

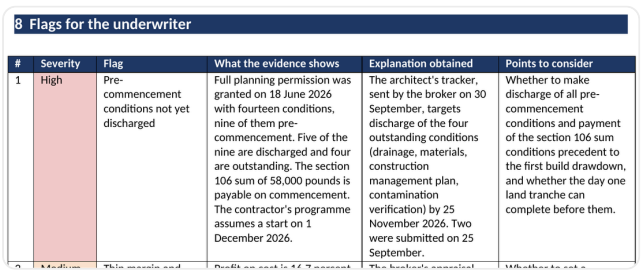


**3 Borrower and applicants**

| Individual | Role | Identity check | Address verified | Credit summary | Adverse credit | Income |
|---|---|---|---|---|---|---|
| Tom Ridgeway | Director of the SPV and the parent, 50 percent shareholder of the parent, offered guarantor | IDverse electronic check passed on 2 October 2026 on a current passport. | 8 Church Lane, Marple SK6 7AY. Council tax bill 2026/27 and the electoral roll since 2016. | Experian report dated 2 October 2026, score 912 / 999 (Excellent). Nationwide joint mortgage 285,000 pounds at 1,480 pounds a month, paid on time. Credit card limit 12,000 pounds, balance 1,900 pounds, cleared | None: no CCJs, defaults, arrears, IVAs or insolvencies. Declarations consistent. | Director remuneration of 60,000 pounds a year from Ridgeway Developments Ltd, plus dividends. Not used to service the facility, which rolls up interest. |

3 **Checks on each director**

ID, address and credit, person by person.

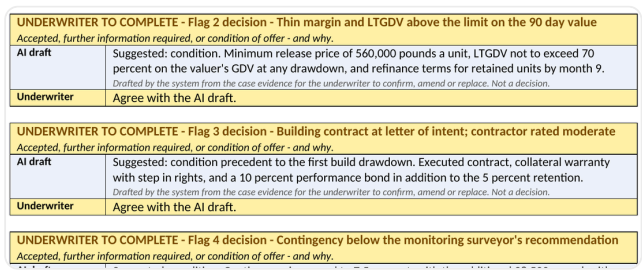


**8 Flags for the underwriter**

| # | Severity | Flag | What the evidence shows | Explanation obtained | Points to consider |
|---|---|---|---|---|---|
| 1 | High | Pre-commencement conditions not yet discharged | Full planning permission was granted on 18 June 2026 with fourteen conditions, nine of them pre-commencement. Five of the nine are discharged and four are outstanding. The section 106 sum of 58,000 pounds is payable on commencement. The contractor's programme assumes a start on 1 December 2026. | The architect's tracker, sent by the broker on 30 September, targets discharge of the four outstanding conditions (drainage, materials, construction management plan, contamination verification) by 25 November 2026. Two were submitted on 25 September. | Whether to make discharge of all pre-commencement conditions and payment of the section 106 sum conditions precedent to the first build drawdown, and whether the day one land tranche can complete before them. |

4 **Flags for the underwriter**

Each flag with its severity and the points to consider.



**UNDERWRITER TO COMPLETE - Flag 2 decision - Thin margin and LTGDV above the limit on the 90 day value**

*Accepted, further information required, or condition of offer - and why.*

| | |
|---|---|
| AI draft | Suggested: condition. Minimum release price of 560,000 pounds a unit, LTGDV not to exceed 70 percent on the valuer's GDV at any drawdown, and refinance terms for retained units by month 9. *Drafted by the system from the case evidence for the underwriter to confirm, amend or replace. Not a decision.* |
| Underwriter | Agree with the AI draft. |

**UNDERWRITER TO COMPLETE - Flag 3 decision - Building contract at letter of intent; contractor rated moderate**

*Accepted, further information required, or condition of offer - and why.*

| | |
|---|---|
| AI draft | Suggested: condition precedent to the first build drawdown. Executed contract, collateral warranty with step in rights, and a 10 percent performance bond in addition to the 5 percent retention. *Drafted by the system from the case evidence for the underwriter to confirm, amend or replace. Not a decision.* |
| Underwriter | Agree with the AI draft. |

**UNDERWRITER TO COMPLETE - Flag 4 decision - Contingency below the monitoring surveyor's recommendation**

*Accepted, further information required, or condition of offer - and why.*

5 **Your underwriter decides**

A draft for each point to confirm, amend or replace.

# Your team decides.

The assistant does the admin. Your people keep every lending decision, and anything else you choose to keep.

STAYS WITH YOUR TEAM

- Every lending decision
- Anything outside your criteria
- Any message you want approved before it goes

NIVO AI ASSISTANT DOES THE ADMIN

- Gathers, checks and chases every item
- Writes the underwriter report with every document
- Works through the actions after the decision

# Bank standard security.

**ISO 27001**
Information security management

**ISO 42001**
AI management system

**ISO 9001**
Quality management

**Cyber Essentials Plus**
UK Government cyber security baseline

**FSQS**
Financial services supplier qualification

YOUR DATA

Hosted in the EEA and encrypted in transit and at rest. Every client runs in its own logically segregated instance, with an immutable audit trail of every message, file, check and AI action.

RESPONSIBLE AI

The AI automates the admin, not credit decisions, and people stay in the loop. No client data is ever used to train the underlying models. Changes go through a test environment and managed releases, under a published AI policy aligned to ISO 42001.

## Nivo AI Assistant is new technology, built on the Nivo platform that is already trusted by 100+ lenders and brokers.

# Prove it on your own cases, then widen it.

Set up of the standard service is done for you, usually within five working days of receiving what we need.

1

### Load the knowledge base

Your criteria, credit policy, forms and house rules.

2

### Test on completed cases

Historic cases run internally, with nothing going to brokers. Compare the output with what your team did.

3

### Go live with a few brokers

A small group first, then widen as confidence builds.

4

### Measure

Loans completed per month per FTE, speed from enquiry to completion, right first time, and broker and team satisfaction.

# £1,000 + VAT a month minimum. First two weeks free.

Rolling monthly, cancel any month. No set up fee and no commitment.

MONTHLY MINIMUM

**£1,000** + VAT / month

The monthly minimum includes £1,000 of usage. A typical case uses about £1 to £30, depending on how far the assistant takes it. ID checks, open banking, electronic signature, the console and support are included in usage.

NO SET UP FEE

### Set up of the standard service, included

- Your own segregated instance and console logins
- The assistant's email address, or forwarding from yours
- Your branding, footer and tone, your roles and named people
- The knowledge base loaded from your documents, and your house rules written as plain language rules
- Creditsafe or Red Flag Alert hooked in under your own agreement, with 100 free Creditsafe searches over two months when set up through Nivo
- Your own report format, if you want one
- Two onboarding sessions, and the first case run together

First two weeks free from sign up: up to three free cases in those two weeks, one guided. Cancel within them at no cost.

Hands on training and implementation support, new milestones, different journeys per product, other bespoke outputs and integrations to your own systems are a project, quoted separately. Prices exclude VAT.

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# Put it to work on your next case.

Book a 30 minute discovery call. We'll learn how your team works and take you through the five stages, the report and the console, on the specimen case.

Scan to book a discovery call

30 minutes · no prep · no obligation

nivohub.ai/lenders

Book a discovery call ›

No set up fee · First two weeks free · No commitment

Built on the Nivo platform, trusted by 100+ lenders and brokers.

CERTIFIED ISO 27001 ISO 42001 ISO 9001 Cyber Essentials Plus FSQS

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