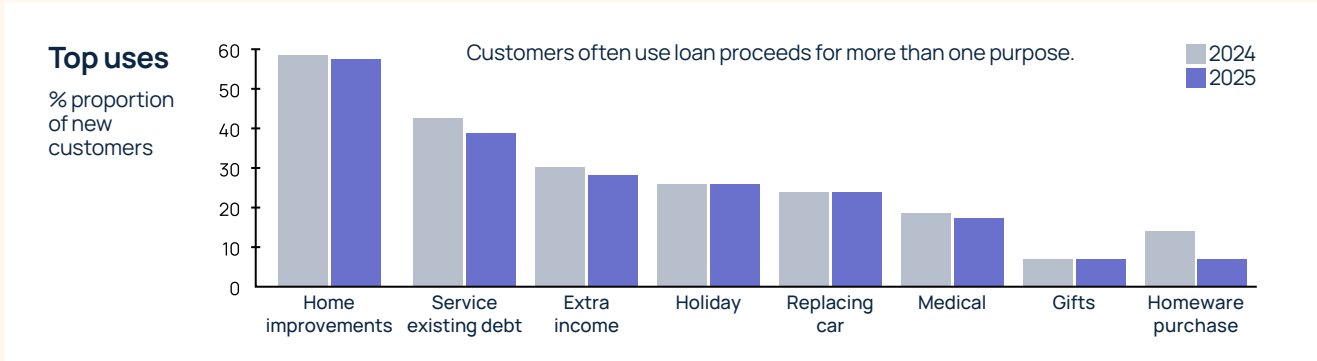


# Reverse Mortgage Key Stats

New Zealand, as at 31 December 2025.

# HEARTLAND BANK

Heartland Bank reverse mortgages continue to be used for a range of purposes including easing cost of living pressures.



## 27,800+

Number of customers helped (since 2004)

## 73 years

Average age of youngest new borrower

## 8.50%



Weighted average initial LVR

## 27.09%

Weighted avg current LVR (index val) Since 2004

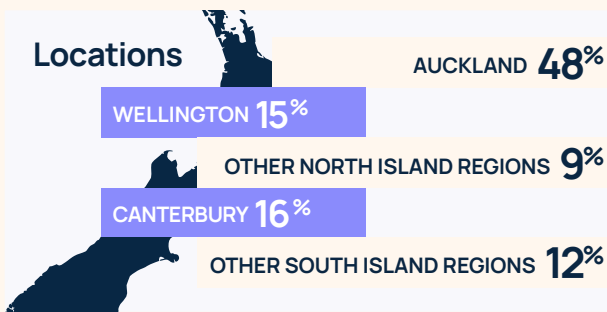
## \$82k

Average initial loan amount (new loans only)

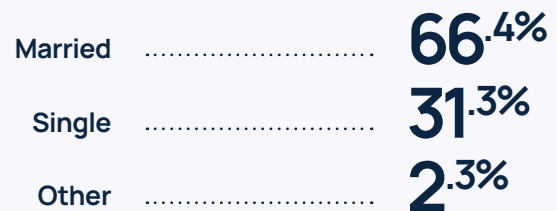
## 6.07 years

Average term at repayment

### Locations

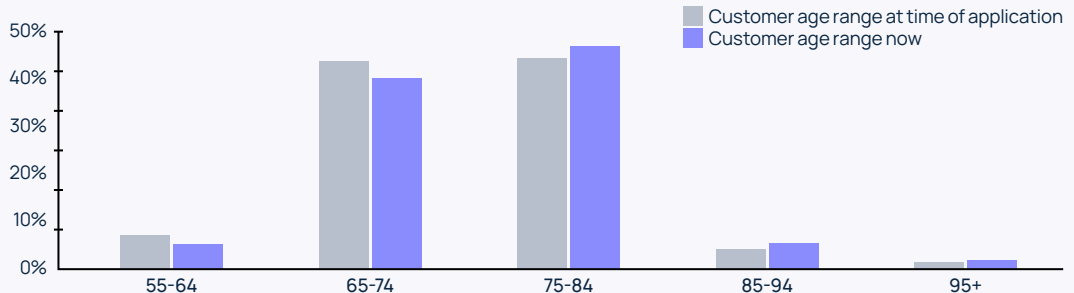


### Marital status



### Customers

% proportion of customers



[www.heartland.co.nz/reverse-mortgage](http://www.heartland.co.nz/reverse-mortgage)

## Glossary of terms and definitions

### Reverse mortgage

A reverse mortgage is a loan that has been designed for the needs of people over 60. It allows people to release equity from the value of their home to help fund retirement, while continuing to own and live in their home. No regular repayments are required – the debt is repaid from the proceeds received from the property in a future sale.

### Loan purpose

In their application for a reverse mortgage, customers share what they intend to use their Reverse Mortgage for. It is common for customers to use the loan for more than one purpose. This fact sheet outlines the most common purposes. We know that some customers also use their loans for homeware purchases, long-term care and gifting.

### Loan to value ratio (LVR)

A LVR is calculated from the amount borrowed as a percentage of the bank's valuation of the property.

### Weighted average initial LVR

The weighted average initial LVR is a percentage calculated by aggregating the amount borrowed by customers against the aggregate of the initial valuation for Heartland Bank's Reverse Mortgage loans originated over the past 12 months. This provides a weighted average based on loan size. Loans drawn and repaid within the same 12 months are excluded to avoid distortion to the weighting.

### Average current LVR

The average current LVR is the average LVR across all active loans, since 2004, at the end of the reporting period.

### Indexed valuation

The indexed valuation is calculated by Heartland Bank at the end of each quarter. This is done by adjusting the market value of each property to reflect the indexed market growth in that period. The indexed market growth is informed by an external quarterly valuation report.

### Weighted average current LVR (index val)

The weighted average current LVR is the averaged weighting calculated by summing the total of each individual loan's LVR value divided by the total loan book, as a percentage.

### Average term at repayment

This is the average length of time it has taken for the loan to be fully repaid.

### Average age of youngest borrower

This is the average age of the youngest borrower of a single loan for loans settled within the previous 12 months, at the end of the reporting period. When applying for a Reverse Mortgage as a couple, the lending criteria is based on the age of the youngest borrower.

### Customer gender split

The percentage distribution of the portfolio's customer base identifying as male or female.

### Customer age range now

The distribution of our current reverse mortgage customers across specific age brackets as of 31 December 2025.

### Customer age range at time of application

The age of reverse mortgage borrowers at the point of initial loan origination. This is expressed as a percentage across key cohorts (55-64, 65-74, 75-84, 85-94, and 95+).

### Geographical split

The geographic portfolio distribution of reverse mortgage customers across New Zealand, divided into Auckland, Wellington, Canterbury and other North Island regions (Northland, Bay of Plenty, Gisborne, Hawke's Bay, Manawatu, Whanganui, Taranaki) and other South Island regions (Marlborough, Nelson, Tasman, Otago, Southland).

### Marital status

Marital status reflects the relationship status of all active customers during the period 1 January 2025 to 31 December 2025. This includes customers who identified as single, married, or other. Other includes de facto, divorced, separated, or widowed.

[www.heartland.co.nz/reverse-mortgage](http://www.heartland.co.nz/reverse-mortgage)