

Becoming one of the UK's biggest second charge lenders

Interbridge Mortgages' rise with Mambu

CASE STUDY



Interbridge
Mortgages

MAMBU

Free to focus on its core business, Interbridge Mortgages exceeded expectations in their first year, paving the way for continued growth.

Introduction

Interbridge Mortgages is redefining the UK's second-charge mortgage market. Established in 2023 and launched to market in 2024, Interbridge Mortgages has rapidly established itself with a technology-driven, broker-first approach offering homeowners second charge mortgages from £15,000 to £1,000,000 over terms of 5 to 30 years.

With a bold vision to transform a complex, highly regulated segment, Interbridge Mortgages launched to market with an API-first platform **in just nine months**. In its first year, the company exceeded growth targets, setting new benchmarks for speed, flexibility, and customer experience.

The catalyst? A strategic partnership with Mambu. By leveraging Mambu's composable core banking platform, Interbridge Mortgages introduced **18 mortgage product variants** in record time, has now **helped over 9,000 customers**, and has **surpassed £300 million in lending to become one of the largest second charge lenders in the UK**. All within 15 months while maintaining lean operations and robust compliance.

Achievements in just
15 months

Mortgage product variants

18

Customer growth

9,000+

Surpassed in lending

£300m

About Interbridge Mortgages

Launched in early 2024, Interbridge Mortgages offers a flexible range of fixed and variable rate products, both with and without Early Repayment Charges (ERCs). Their comprehensive product suite is designed to meet the diverse needs of today's borrowers across England, Scotland and Wales.

Operating in a highly regulated niche segment of the mortgage market, Interbridge Mortgages provides a fully digital, paperless application process with real-time updates, streamlining the mortgage journey for brokers and customers alike.

By working exclusively through broker partners, the company delivers a service-led experience focused on efficiency, transparency, and customer satisfaction.

Founded to address unmet needs in the mortgage market, Interbridge Mortgages empowers brokers with innovative solutions, making it easier for borrowers to access products tailored to their individual circumstances.



Fast facts

Started lending
2024

Employees
78

Region
UK (England, Scotland, Wales)

Product
Second charge mortgages

Time to market (lending)
9 months

Customer base
9,000+ (within 15 months)

Lending
£300 million (within 15 months)

The opportunity

The UK's second charge mortgage market hits record highs

What is a **second charge mortgage**?

A second charge mortgage, sometimes referred to as a Homeowner's Loan is a loan secured against a property alongside an existing mortgage, commonly used to finance home improvements, consolidate debts, or fund other personal projects.

The UK's second charge mortgage market is experiencing unprecedented growth. In the 12 months to June 2025 FLA data¹ showed a 25% increase in new business value on the previous year, an impressive growth trajectory for the sector.

This surge is, in part, being fuelled by interest rate uncertainty and a growing demand for debt consolidation. Yet, despite this momentum, outdated perceptions persist. Many still view second charge **mortgages** as a last resort. In reality, today's borrowers are often financially savvy individuals looking to consolidate debt or fund home improvements, without disrupting their primary mortgage.



25%

Second charge mortgage market growth in the 12 months to June 2025.¹

"It's a niche market with a limited number of lenders. The opportunity lies with customers who have complex requirements and being able to provide them with an application process that adapts to their needs." says Simon Chaplin, Chief Lending Officer at Interbridge Mortgages.

Recognising this shift, Interbridge Mortgages saw a unique opportunity to redefine the market. Their mission: to deliver fast, flexible, and transparent lending for customers while setting new standards for service and compliance.

¹ Source: *The Finance and Leasing Association (FLA), Aug 6, 2025*



The challenge

New lender, **bold** vision

Launching a new lender in the UK's tightly regulated mortgage market is a significant challenge. The company set out to:

Offer a broad range of second charge mortgage products.

Move quickly to capture market momentum.

Avoid the cost, complexity and rigidity of legacy or on-premises systems.

Keep operations lean, focusing resources on customer experience rather than IT management.

Traditional core banking systems were too slow, rigid, and resource-intensive to meet these demands. To succeed, Interbridge Mortgages needed a modern, cloud-native platform, one that could scale rapidly, integrate seamlessly with partners, and support fast product innovation.

"We are not a traditional fintech, we're a specialist lender that leverages best-in-breed technology to deliver what customers and our intermediaries want, and to keep pace with how the market is changing. We had a bold vision and wanted to find partners that would help us pull it off."

Paul Strinati, CTO, Interbridge Mortgages

Key requirements included low-code or no-code configurability, robust API capabilities, and a proven track record. As a new market entrant, Interbridge Mortgages also needed a technology partner who could help them navigate regulatory complexities and integrate effortlessly into their broader SaaS ecosystem, enabling them to launch quickly, build a comprehensive product suite, and future-proof their business for growth without overextending resources.

The solution

Composable, cloud-native lending with Mambu

Interbridge Mortgages selected Mambu for its ability to deliver fast, flexible, and compliant **lending** solutions, without the limitations of legacy systems.

With the second charge mortgage market rapidly expanding, Interbridge Mortgages needed a platform that could support a wide range of product variants while ensuring full **regulatory compliance**. Their critical success criteria included:

Rapid implementation

A solution that could meet their ambitious go-live target without lengthy or costly development.

Cloud-first, SaaS model

To avoid the overhead and complexity of on-premises systems, Interbridge Mortgages prioritised a cloud-native, SaaS approach.

Proven performance

A trusted partner with a strong track record and robust capabilities.

Integration capabilities

API functionality built within **Amazon Web Services** to provide the ability to integrate with other core systems such as Salesforce and MuleSoft.



Mambu stood out for its best-in-class integration, low-code/no-code configurability, and extensive experience in the global lending sector.

“One of the key appeals for us was the integration capabilities. The API-first functionality that is available is key for us to ensure seamless operations that flow from one end to the other.”

Paul Strinati, CTO, Interbridge Mortgages

By taking advantage of Mambu’s mortgage capabilities, Interbridge Mortgages have configured and launched a full suite of **second-charge mortgage products in just nine months of development**—all without any bespoke coding.

A product that hits the mark



Fixed & variable rates to meet customer requirements.



Ability to make unlimited partial overpayments giving customers greater control over their finances.



Available both with and without Early Repayment Charges (ERC's), demonstrating greater flexibility and customer choice.



Loans available for a wide range of purposes.

This agility enabled Interbridge Mortgages to launch with a comprehensive product range from day one and build from there, **meeting the diverse needs of their customers and positioning them for rapid growth.**

"We wanted something that we could easily deploy and connect to other platforms. We felt that Mambu was best placed to meet our ambitious implementation targets and deliver on their promises."

*Simon Chaplin, Chief Lending Officer,
Interbridge Mortgages*



The implementation

Fast, collaborative,
refreshingly simple



The Interbridge Mortgages team hit the ground running. Mambu's clear documentation and responsive support meant most questions were answered quickly, keeping the project on track and on budget.

With Mambu's **composable architecture**, Interbridge Mortgages could configure and launch new products without heavy customisation or a large technical team. The result: a smooth, nine-month journey from kick-off to go-live.

"We could probably answer 80-85% of the questions by going to Mambu's documentation as a first port of call."

Paul Strinati, CTO, Interbridge Mortgages



9 months
from kick-off to go-live

Using the Scaled Agile Framework, four agile teams worked across different technologies and different elements of the mortgage servicing journey over the course of four two-week sprints. This approach resulted in an interactive and iterative process which meant the business could pivot where needed while working at pace.

"We didn't want to have loads of contractors to build our own system. We wanted something we could easily deploy and connect to other platforms"

*Simon Chaplin, Chief Lending Officer,
Interbridge Mortgages*

The results

Smashing targets in under 12 months

Having started from a completely clean sheet of paper, Interbridge Mortgage's partnership with Mambu was a cornerstone of their growth journey. The cloud banking platform enabled them to deliver in three critical areas:



**Rapid growth
and market
impact**

9

months to market

9,000+

customers supported
within 15 months

£300+

million in lending
reached 15 months
post launch



**Secure
operational
efficiencies**

18

product variants

managed on a single
platform

Minimal IT overhead

**Fully digital,
paperless process**



**Redefined
customer
experience**

Real-time updates

4.9

consistent
Trustpilot rating

**Exclusive broker
partnerships for
tailored, trusted
advice**

Since its launch, Interbridge Mortgages has rapidly gained traction within the market. **Within just three months of going live, the company welcomed over 1,000 customers, distributing more than £60 million in loans.**

By August 2025, this had soared to a staggering £300 million in total loans with 9,000+ customers.

"Reaching these significant milestones in such a short time is a testament to the flexibility and scalability of the Mambu platform, which made them the ideal partner for our growth from day 1."

Jonny Jones, CEO, Interbridge Mortgages

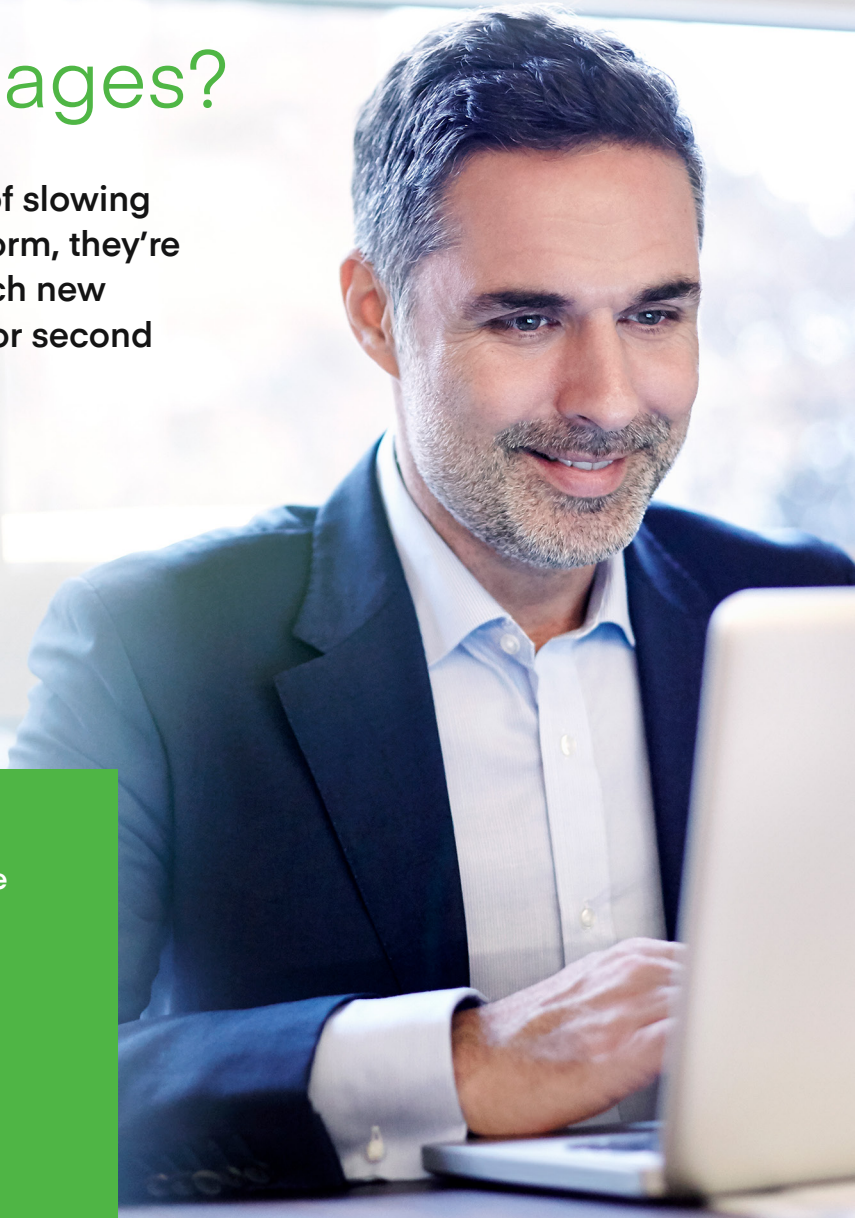
What's next for Interbridge Mortgages?

Interbridge Mortgages shows no signs of slowing down. With Mambu's composable platform, they're ready to adapt to market changes, launch new products, and continue raising the bar for second charge lending in the UK.

Going from a new entrant to a quarter-billion-pound lender in such a short timescale by combining modern technology, regulatory execution, and deep industry know-how they are now regarded as a major positive disruptor in the UK second charge lending market.

"Looking ahead, the platform flexibility we've achieved positions us well for future innovation. We can now configure new products and services without heavy customisation, maintain the ability to adapt based on market opportunities, and expand into new market segments without significant platform changes – all critical advantages in today's rapidly evolving financial services landscape."

Jonny Jones, CEO, Interbridge Mortgages



Ready to reshape mortgages?

Mambu is a SaaS, cloud-native, API-driven core banking platform designed to power financial innovation, bring solutions to market faster, and drive down cost barriers. It serves organisations of all sizes from banks and credit unions to lenders, fintechs, and non-traditional financial institutions, allowing them to create better financial experiences that today's customers expect.

Mambu. Where modern financial experiences are built.

[MAMBU.COM](https://mambu.com)

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