

## **complaint**

Mrs B (a representative) on behalf of the estate of Mr T complains that N.I.I.B. Group Limited trading as Northridge Finance (Northridge Finance) were irresponsible in approving a hire purchase agreement for Mr T; as she says, at the time, he was terminally ill, and the credit agreement was unaffordable.

The estate of Mr T at the beginning of the complaint had a different representative, but for simplicity, I refer to all submissions as though made by or to Mrs B.

## **background**

In March 2017, Mr T acquired a used car which was financed using a hire purchase agreement from Northridge Finance. The car had a total cash price of approximately £14,100. The total charge for credit was around £4,600, so the total amount payable was approximately £18,700. Mr T paid a deposit of £500 making the balance payable around £18,200. The monthly repayments were around £300 over a 60-month period.

Mr T passed away in February 2018, when the car was recovered and, a few months later, sold at an auction by Northridge Finance, there was a deficit of approximately £4,800 for the estate of Mr T to pay.

Mrs B says that Mr T at the time of the car purchase could only walk a very short distance, unsteadily, and could only read with a strong magnifying glass. She says there was no way in which Mr T was ever going to be able to drive the car. She says that a third party (who I will refer to as Mr X) accompanying Mr T was the one that would be driving the car. Mrs B says that Mr X had no credit, so Mr T took out the finance in his name. Mrs B says that just over a week after the sale Mr X became the car's registered keeper with DVLA. Mrs B says that Mr T was only able to sustain the payments of the hire purchase agreement provided that Mr X paid him the instalments due each month, and when Mr T passed away, Mr X simply dumped the car leaving the estate of Mr T responsible for the remainder of the amount owing on the credit agreement; after the car was sold at the auction. Mrs B says that had the dealership disclosed Mr T's dependency on Mr X to Northridge Finance, then further enquiry into Mr T's health would have been made, and the application for credit would have been scrutinised more carefully. This, she says, would have highlighted that Mr T was so stretched that, unless Mr X reimbursed him monthly, Mr T simply did not have the money to meet the commitment without himself incurring further debt.

Also, Mrs B says the checks done by Northridge Finance clearly did not reveal the true extent of late Mr T's indebtedness to other parties. She says that one of the obligations was a substantial hire purchase agreement already running on another car, so Northridge surely should have raised some queries as to why Mr T was undertaking another financially heavy car commitment. Mrs B thinks that, given that the hire purchase agreement was for a material sum of money, Northridge Finance should have done checks with Mr T's bank.

Northridge Finance in December 2018 responded to the complaint and didn't uphold it. They said that they provide a functionality whereby when a dealership is submitting an application for finance, the dealership can alert them of potential change in circumstances of the borrower's ability to repay during the life of the credit agreement. Northridge Finance say this indicator was set to 'N', so they say they had no reason to ask additional questions. They also say Mr T was with his employer for 13 and half years, and his salary was proposed to be £5,200 per month. Northridge Finance say Mr T also held a bank account with an

institution which only accepts clients once stringent financial requirements are met. So, they said that, based on this information and information from a credit reference agency, Mr T's application for credit was approved. Northridge Finance went on to say that they have not acted in any way irresponsibly based on the information available to them. However, considering the difficult time this must have been for Mr T's family, they offered to reduce the liability from around £4,800 to £3,000.

Mrs B was not happy with this outcome and thinks that Northridge Finance should write off the entire outstanding balance, so she referred the complaint to our service.

Our investigator thought the complaint should be upheld.

Northridge Finance disagreed with the investigator.

So, the complaint has been passed to me to decide.

After reviewing the case, I issued a provisional decision on 11 February 2021, explaining why I thought the complaint should be upheld. In the provisional decision I said:

### **“my provisional findings**

I've considered all the available evidence and arguments to decide what's fair and reasonable in the circumstances of this complaint.

Amongst other things, I've considered the rules and guidance for lenders set out in the Consumer Credit Sourcebook (CONC) within the Financial Conduct Authority's handbook.

When looking at this type of a complaint, I need to consider two main questions in order to decide what's fair and reasonable in the circumstances of the complaint. The first question is:

1. Did Northridge Finance complete reasonable and proportionate checks to satisfy themselves that Mr T would be able to repay the borrowing in a sustainable way?
  - a. If reasonable and proportionate checks were completed, did Northridge Finance make a fair lending decision bearing in mind the information gathered and what they knew about Mr T's circumstances?
  - b. If reasonable and proportionate checks weren't completed, would such checks have shown that Mr T would be able to sustainably repay the borrowing?

The second question I need to consider is:

2. Did Northridge Finance act unfairly or unreasonably in some other way?

And, if I think Mr T has been disadvantaged in any way by Northridge Finance's actions, I'll then consider what is a fair way to put things right.

Did Northridge Finance complete reasonable and proportionate checks to satisfy themselves that Mr T would be able to repay the borrowing in a sustainable way?

Northridge Finance were required to carry out reasonable and proportionate checks of Mr T's ability to repay the borrowing in a sustainable way. These sometimes called 'affordability checks' needed to be borrower-focussed (considering Mr T's specific circumstances), and in addition to a creditworthiness assessment, to see if he could have afforded to repay the borrowing in a sustainable manner. So, Northridge Finance needed to consider the impact of any credit payments on Mr T and not just the likelihood of getting their money back.

There is no set list of checks Northridge Finance needed to complete. But the checks should have been proportionate to the circumstances, and what is reasonable and proportionate will vary depending on a number of factors such as, but not limited to:

- the amount of credit;
- the duration (or likely duration) of the credit;
- the frequency of the repayments;
- the amounts of repayments;
- the total amount payable;
- the total charge for credit; and
- the consumer's individual circumstances.

The list above is not exhaustive, and what is considered proportionate may vary as any of the above factors (or others) might influence what a reasonable and proportionate check ought to be.

I've considered that the total amount payable was approximately £18,700, the monthly repayments were around £300 over a 60-month period. Considering this was a relatively long-term commitment, and considering the size of the borrowing, I believe that the assessment of affordability ought to have been relatively thorough.

Northridge Finance say that Mr T was with his employer for 13 and half years and held a bank account with an institution which only accepts clients once stringent financial requirements are met. They say Mr T had a significant income declared at the time as £5,200 net monthly. He was able to service a mortgage account without issue of around £3,400 per month. A hire purchase agreement that he had for another car at the time of application was £1,420 per month, and the payment for the car he was taking out under this hire purchase agreement would only be around £300 per month. They said that based on this and information from a credit reference agency, Mr T's application for credit was approved.

I've seen a copy of the credit information Northridge Finance had and relied on at the time of making the lending decision. It shows that Mr T had:

- A mortgage monthly payment of approximately £3,400 with 252 payments remaining;
- One credit facility with a credit limit of £12,000 and current balance of around £10,100;

- One credit facility with a credit limit of £30,000 and current balance of approximately £22,400;
- One credit facility with a current balance of approximately £500; and
- A hire purchase agreement with a monthly payment of £1,420 with 37 payments remaining.

Most of these credit commitments were managed well, but the hire purchase agreement and one of the credit facilities had some adverse information recorded (recent late payments). I think this should have raised some concerns for Northridge Finance at the time and alerted it to do some further checks prior to agreeing to lend to Mr T.

Also, if we add the mortgage payment of around £3,400 to the £1,420 (existing hire purchase agreement), this would put Mr T's monthly outgoings at around £4,820. Considering that his net monthly income declared on the credit application was £5,200, this would leave him only about £380 for all other monthly outgoings. But the £4,820 figure also doesn't take into consideration a repayment amount towards three credit facilities which Mr T had access to at the time. These credit facilities had a total credit limit of around £42,000, so I think any reasonable estimate of what a sustainable repayment on these, Mr T might have been required to make, would have been around £1,750. That would mean that the expenditures of Mr T were higher than his income at the time; on a monthly basis leaving him with a around £1,370 in the negative. So, based on this information I don't think Northridge Finance were able to reasonably conclude that Mr T was able to meet a further £300 or so repayment commitment that he was signing up to.

I understand that Northridge Finance feels that the £1,420 existing hire purchase agreement for the other car should not be included in the above calculation because, they say, it is very unusual for a customer to need two cars, especially in light of Mr T's personal/family status at the time (divorced, with no dependants). They say that normal practice is that the existing hire purchase agreement would have been settled, and, they say, it is reasonable to determine that this new hire purchase agreement was taken out to replace his existing hire purchase agreement. However, on the credit application there is no mention that the other hire purchase agreement was going to be settled, or that Mr T was going to part exchange his other car. So, I don't think it would be reasonable for Northridge Finance to assume this without doing further checks. And even if the £1,420 hire purchase agreement was not included, which I don't think would be reasonable without doing further checks, that would still only leave Mr T with only about £50 for all other monthly outgoings. So, I don't think Northridge Finance were able to reasonably conclude that he would be able to meet a further £300 or so car commitment.

In addition, I think Northridge Finance ought to have done more to understand Mr T's other commitments and expenditures. I say this because outside of his credit commitments, Northridge Finance didn't know what other committed expenditure Mr T had. On the credit application there isn't any mention of how much he was spending for things such as car insurance, maintenance, road tax, petrol, for his existing car or any mention of how much he was spending for food and other living essential items. So, I don't think Northridge Finance could reasonably conclude that the credit agreement was affordable and sustainable for Mr T without this information.

Overall, I don't think Northridge Finance carried out reasonable and proportionate checks. As well as asking him about his committed expenditure, I think it would have been

reasonable for them to have also verified Mr T's income, given how indebted he appeared to be with other creditors.

Northridge Finance has mentioned to our service that if Mr T did not have enough disposable income to maintain the hire purchase agreement in question, it is reasonable to conclude he would not have been able to maintain monthly repayments for nearly a year - until he unfortunately passed away. But this does not absolve Northridge Finance from the requirement to carry out a reasonable and proportionate checks of Mr T's ability to repay the borrowing in a sustainable way in the first place. And, it seems, that the reason why Mr T was able to keep up with the payments for almost a year was because Mr X was reimbursing Mr T for the car payments; as evidenced on Mr T's bank statements provided by Mrs B.

Would reasonable and proportionate checks have shown that Mr T could sustainably repay the borrowing?

I think it would have been reasonable for Northridge Finance to find out more information about Mr T's financial circumstances at the time. I can't be certain what evidence, information or what questions Northridge Finance would have asked and reviewed. However, I've been provided with a copy of Mr T's bank statements from the time of borrowing, and I've reviewed these, as well as Mr T's credit file, to get an understanding of what his commitments were likely to be. In absence of anything else, I think the information available from the bank statements were a reasonable indicator of the substance of evidence or information Northridge Finance would have likely found out about Mr T's income and expenditure, had they completed reasonable and proportionate checks at the time of borrowing.

On the credit application, Mr T had a net monthly declared income of £5,200 but, based on the name of the employer listed in the credit application, there is only one payment from this employer in December on his bank statements. Also, this payment is only for about half of the £5,200 declared income amount. I can see, from the bank statements, that there is another amount that is credited to his account on a monthly basis from a similar type of an employer. This amount is higher than the £5,200 declared on the credit application as it is approximately £7,400. So, Mr T's bank statements show his income was actually much higher than he declared on the application form – around £7,400 per month. However, it is not clear if this was net or gross of tax. So, it is possible Mr T's income was £5,200 per month. In any event, I don't think it matters which monthly figure Northridge Finance would have used had they verified his income, as I think the car finance loan was unaffordable even if the higher figure of £7,400 was used.

From the bank statements I can also see that Mr T had several commitments that he was regularly paying. These included some regular direct debit payments for things such as phone bills, insurances, bank account fee, and various memberships/subscriptions. It appears that these ongoing commits totalled around £780 a month. To this we need to add a repayment amount for his credit facilities. As mentioned above, I think a reasonable estimate of what a sustainable repayment on these, Mr T might have been required to make, would have been around £1,750. Adding his mortgage repayment of around £3,400, and his existing hire purchase repayment of £1,420, this brings the total to about £7,350 a month. Considering his declared net monthly income was £5,200, Mr T on a monthly basis would be left with around £2,150 in the negative, before considering the approximate £300 for the Northridge Finance credit agreement. As such he would have had no disposable income left. If we include this approximate £300, Mr T would be left with around £2,450 in the negative each month. And, even if we consider the higher amount stated on his bank statements

(approximately £7,400) as his net declared income – Mr T would still be left with around £250 in the negative. This means he would be left with no money to cover other expenses, such as essential day to day expenses for food and clothing.

I know that once again Northridge Finance would make the argument that the £1,420 repayment for Mr T's existing hire purchase agreement should not be included in the above calculations. But as I explained earlier, on the credit application there is no mention that the other hire purchase agreement was going to be settled, or that Mr T was going to part exchange his other car. So, I don't think it would be reasonable for Northridge Finance to assume this without doing further checks. And I think that, had Northridge Finance done further checks, they most likely would have found out that this hire purchase agreement was not going to be settled, and that Mr T would still be obligated to keep making these payments.

Taking everything into consideration, had Northridge Finance done more to establish Mr T's financial circumstances by carrying out reasonable and proportionate checks, I don't think they would have lent to him. From the above it is clear that Northridge Finance credit agreement was not affordable, and Mr T could not sustainably repay this borrowing.

#### Did Northridge Finance act unfairly or unreasonably in some other way?

Mrs B says that Mr T, at the time of the car purchase, could only walk a very short distance, unsteadily, and could only read with a strong magnifying glass. She says there was no way in which Mr T was ever going to be able to drive the car. She says that Mr X, who was accompanying Mr T was the one that would be driving the car, and that a week after the sale he became the car's registered keeper with DVLA. She says checks would have also revealed that both Mr T and Mr X owned their own cars, and had the dealership disclosed Mr T's dependency on Mr X to Northridge Finance, then further inquiry to Mr T's health would have been made, and the application for credit would have been scrutinised more carefully. Mrs B also says that Mr X was known to the dealership where the transaction took place.

Northridge Finance say they provide a functionality whereby when a dealership is submitting an application for finance, the dealership can alert them of potential change in circumstances of the borrower's ability to repay during the life of the credit agreement. Northridge Finance say this indicator was set to 'N', so they say they had no reason to ask additional questions.

Section 56 of the Consumer Credit Act 1974 says that any representations made by the credit broker (in this case the dealership) are made in their capacity as agent of the finance provider (Northridge Finance). So, Northridge Finance can be held responsible for the actions of the dealership when it brokered the finance agreement for Mr T.

Based on Mr T's bank statement I can see that Mr X was transferring an amount equivalent to the car payment into Mr T's account on a monthly basis. Also, in March 2018, Mr X confirmed to Northridge Finance that he was the one making the payments. So, it does seem the car was purchased for Mr X's use. Therefore, I've considered that Mr T actually wasn't going to be paying any of the costs associated with the car. And it seems that Northridge Finance was not made aware of this arrangement. They also only found out that Mr X was the registered keeper in August 2017. But, had they done reasonable and proportionate checks, at the time of the credit application, it would have led Northridge Finance to conclude that either:

- a) Mr T couldn't sustainably afford to repay this borrowing, so they should not have approved this credit agreement (as mentioned earlier). Or;
- b) By asking more questions and performing further checks, they would have realised who would be paying for the car and who would have use of it. In which case, they ought to have considered how sustainable it also was for Mr X, or, more than likely, to have insisted that he be party to the agreement, considering that the car was purchased for his use. But I think that Mr X was unlikely to be able to sustainably repay the credit, because if he could he most likely would have taken out the agreement in his own name. This is supported by what Mrs B has mentioned about him having no credit and that is the reason why Mr T took the finance out in his own name. So, I think, had Northridge Finance been aware of the arrangement between Mr T and Mr X, it is more likely than not that they would not have approved this borrowing.

So, considering the above, I think had Northridge Finance carried out reasonable and proportionate checks, they would not have lent to Mr T.

I've considered that Mr T knowingly took out an agreement for someone else, which is a breach of the credit agreement terms. But, I do not think that he was aware of the implications of this, and I think that when he entered into the agreement he did so on genuine basis believing it was ok for him to do so. I think most likely when Mr T was applying for credit, he did tell the dealership about the fact that it was Mr X that would be driving the car due to his health problems. But the dealership just failed to inform Northridge Finance of this. I say this because it doesn't seem like Mr T kept his health matters a secret. This is evident by him freely talking about his eyesight problem with Northridge Finance, and allowing them to take note of this on their system when he spoke with them in August 2017.

And, if he did not tell the dealership, I think most likely the dealership should have realised that he was showing signs of vulnerability while at the dealership. I say this because based on how Mrs B describes his state of health, at the time, I think most likely the dealership would notice the difficulties he was experiencing with his eyesight and walking, which would have flagged to them that potentially he would not be the one driving the car. So, I think the dealership acted unfairly by allowing Mr T to enter into the credit agreement knowing that it would breach the terms, and I think it would have been reasonable for them to explain to him that the credit agreement was not suitable for his needs.

But even if the dealership didn't know about his health problems and about the fact that he would not be the one driving the car, I think Northridge Finance ought to have found this out, had it carried out reasonable and proportionate checks on Mr T's ability to sustainably repay the borrowing or at least conclude he couldn't afford the borrowing. I've not seen any evidence to persuade me that Mr T intended to deceive Northridge Finance, and, had they asked more questions and performed the further checks they were required to do, Mr T's estate wouldn't now be in this position.

So, I think that it is Northridge Finance's, and/or the dealership's (its agent's), actions that have mainly contributed to this situation. They have not done adequate checks to assess whether Mr T could sustainably afford the borrowing and whether this credit agreement was suitable for his needs.

#### Putting things right

It seems that Mr T had no use of the car as it was Mr X that was driving it. And from the above we know that Mr X was the one making the payments and most likely driving the car at all the times.

After Mr T passed away the car was sold at an auction by Northridge Finance and there was a deficit of approximately £4,800 for the estate of Mr T to pay. Considering the difficult time this must have been for Mr T's family, Northridge Finance offered to reduce the liability to £3,000. But, as I mentioned above, I don't think that Mr T should have been given this credit agreement, so I think the position needs to change to one where the agreement would never have been entered into in the first place. So, I think the credit agreement should be ended with nothing further to pay.

In similar situations I may have also asked for a refund of all payments which have been made, including the initial deposit, minus a deduction for any use of the car. But considering the circumstances of this case this would not be a fair resolution, because it seems Mr T wasn't the one using the car. He has also not lost out financially as it was Mr X that was reimbursing him for the monthly payments made.

Therefore, Northridge Finance can retain all money paid towards the agreement. I note that Northridge Finance most likely could have received a higher amount for the car had it been returned in a bit better quality. However, considering that I am saying that they can keep the initial deposit, plus approximately a year's worth of monthly payments, I think this will more than cover any loss incurred by them. It would also not be fair or reasonable to hold Mr T's estate responsible for any such losses as it was not Mr T that was driving the car.

In addition, considering that I don't think that Mr T should have been given this credit agreement, in these situations ordinarily, I would say that it would not be fair or accurate to record any adverse information on his credit file. And also, the agreement should not be recorded as satisfied, as in ordinary circumstances it may give potentially misleading impression to future lenders. I understand that this might not be relevant as Mr T is deceased, but I think that for completeness the credit agreement should be removed from his credit file entirely.

### **my provisional decision**

For the reasons given above, I'm planning to uphold this complaint and direct N.I.I.B. Group Limited trading as Northridge Finance to:

- End the finance agreement with nothing further to pay.
- Remove the agreement entirely from Mr T's credit file."

I asked both parties to provide me with any additional comments or information they would like me to consider by 25 February 2021.

Mrs B on behalf of the estate of Mr T replied and said she has nothing further to add.

Northridge Finance replied disagreeing with my provisional decision and provided further submissions. I will address these in my findings below.

## my findings

I've considered all the available evidence and arguments to decide what's fair and reasonable in the circumstances of this complaint.

Following my provisional decision, Northridge Finance questioned why our service focused on affordability when Mr T's estate asked our service to consider the decision made by Northridge Finance to approve Mr T for finance in light of his health instead. But from the correspondence provided by both parties, I can see that Northridge Finance, when dealing with this complaint before it was even referred to our service, were corresponding with Mrs B about both aspects; health of Mr T and affordability. I can see that Northridge Finance addressed the affordability aspects in their final response letter.

Also, Mrs B while corresponding with Northridge Finance, questioned why they relied for formal comfort only on a credit file enquiry. And talked about how their checks should have disclosed detail about Mr T's mortgage, as well as second substantial loan secured on his house. Mrs B wrote in correspondence to them, that surely Mr T's indebtedness should have suggested to them to check on his status at the bank. In addition, Mrs B had made statements on our complaint form that, had Northridge Finance requested bank references, they would have learnt that Mr T had had credit withdrawn by his bank. So, taking the above into consideration, and the circumstances of this complaint, I think it was fair and reasonable for our service to look at whether Northridge Finance were irresponsible in approving this hire purchase agreement for Mr T because he was terminally ill, and the affordability of the credit agreement.

Northridge Finance, in response to my provisional decision, also questioned why on one hand Mrs B has stated Mr T was never going to be able to drive a car because of his health but followed up with a line that Mr T owned his own car. They say that Mr T informed them in August 2017 that Mr X is his driver due to his partial sight. So, they say, it is clear this was a mutual agreement between Mr T and Mr X. Mr T told Northridge in August 2017 his partial sightedness was progressive, and he was able to drive during daylight hours but not at night time. So, they say, no other medical/health related issues were provided to them. They go on to say that looking at the timeline of events this is patently an accommodation deal. The car appeared to be for Mr X. Mrs B also says that Mr X was known to the dealership where the transaction took place. So, they say Northridge Finance is therefore a victim of application fraud, (fronting) which they say is clearly against the terms and conditions of the finance agreement. They say there is nothing in any of the investigations that indicate that Mr T arranged this under duress, and they say the fact that Mr X was paying the payments to Mr T's bank account, would confirm this was a mutual arrangement. They say the benefits of the finance agreement had been transferred to Mr X without their knowledge, and, if Mr X wished to finance a car, he should have done so in his own name, yet Mr T and Mr X between them applied for finance in Mr T's name with the knowledge that Mr T would not be using the car. Northridge Finance go on to say that if they were faced with the same/similar issue going forward, they are unsure what they could have done differently.

I've taken these points into consideration, but as I already mentioned in my provisional decision, I think had Northridge Finance carried out reasonable and proportionate checks, they would not have lent to Mr T. And I know that it does seem that Mr T knowingly took out an agreement for Mr X, which is a breach of the credit agreement terms. But, as I mentioned in my provisional decision, I do not think that he was aware of the implications of this, and I think that when he entered into the finance agreement, Mr T did so on genuine basis believing it was ok for him to do so.

Also, I think most likely Mr T did tell the dealership that it was Mr X that would be driving the car due to his health problems, but the dealership failed to inform Northridge Finance of this. I say this because on balance it doesn't seem like Mr T kept his health matters a secret, as was evident by him freely talking about his eyesight problem with Northridge Finance later and allowing them to take note of this on their system. And, if he did not tell the dealership, I still think most likely the dealership should have realised that he was showing signs of vulnerability while at the dealership. Considering how Mrs B describes his state of health, at the time, I think most likely the dealership would notice the difficulties he was experiencing with his eyesight and walking, which would have flagged to them that potentially he would not be the one driving the car. That is why I still think the dealership acted unfairly by allowing him to enter into the agreement, knowing that it would breach the terms. And, I think, it would have been reasonable for them to explain to him that the credit agreement was not suitable for his needs.

Also, Northridge Finance can be held responsible for the actions of the dealership when it brokered the finance agreement for Mr T. This is because section 56 of the Consumer Credit Act 1974 says that any representations made by the credit broker (in this case the dealership) are made in their capacity as agent of the finance provider (in this case Northridge Finance).

On another note, if the dealership didn't know about Mr T's health problems, and didn't know about the fact that Mr T would not be the one driving the car, I think Northridge Finance ought to have found this out, had it carried out reasonable and proportionate checks on his ability to sustainably repay the finance; or at least come to the decision that he couldn't afford the borrowing. And as I mentioned in the provisional decision, I've not seen any evidence to persuade me that Mr T intended to deceive Northridge Finance, so had more question been asked and had further checks been done as were required, I don't think Mr T's estate would now be in this position.

Overall, I still don't think adequate checks to assess whether Mr T could sustainably afford the borrowing, and whether this credit agreement was suitable for his needs, were done. And, I still think that it is the actions of Northridge Finance, and/or the dealership (their agent), that have mainly contributed to this situation.

**my final decision**

For the reasons given above, and in my provisional decision, I uphold this complaint and direct N.I.I.B. Group Limited trading as Northridge Finance to:

- End the finance agreement with nothing further to pay.
- Remove the agreement entirely from Mr T's credit file.

Under the rules of the Financial Ombudsman Service, I'm required to ask Mrs B on behalf of the estate of Mr T to accept or reject my decision before 11 April 2021.

Mike Kozbial  
**ombudsman**