



Housing Finance Agency

An Ghníomhaireacht Airgeadais Tithíochta

Innovating, Collaborating & Delivering Homes

HFA | ICSH Housing Finance Conference
October 16

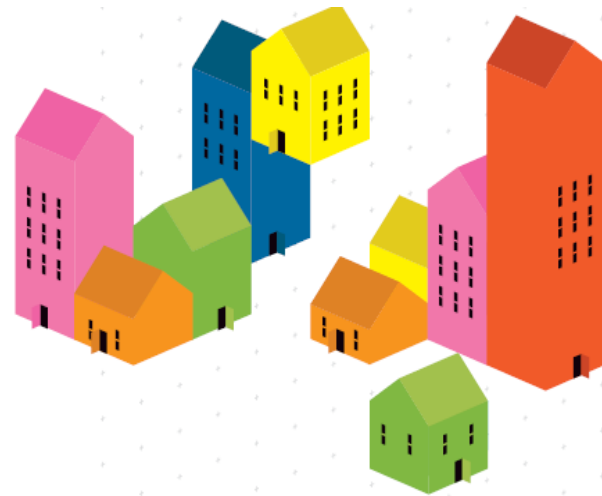


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Innovative Housing Delivery - Financing Regeneration

- HFA
- Strategic Intent
- Experience and Challenges
- New Initiatives
- Discussion





The role of the HFA is to
facilitate and support the
successful delivery of Social
Housing in Ireland



Established 1982

Balance Sheet €3.7 billion

Lenders to LAs and AHBs

15 AHBs Certified Bodies

3 AHBs utilised Tier 2 product

Outline of our Four Strategic Pillars

- ▶ *Pillar 1: Customers and Competitors*
- ▶ *Pillar 2: All other Stakeholders*
- ▶ *Pillar 3: Organisation Interdependence*
- ▶ *Pillar 4: HFA Internal Capability*





Pillar 1 - what 2020 will look like...

- Financing local authorities to deliver 9,000 homes – gross lending €1,350m (net lending €620m)
- AHBs deliver 4,500 homes, as HFA grows loan portfolio by €680m
- 13,500 homes is only 30% of the 47,000 needed, but HFA has capacity to do more
- HFA has also developed new markets including HEIs and the Care Sector
- HFA has forged partnerships to target the use of EIB finance for energy retrofits



Pillar 2 – Key Stakeholders

- HFA relationships with key elected representatives
- HFA understands needs of key Departments
- Appreciation the product range, capability and operating constraints of HFA
- Liaison with National Press and other media
- Consistent clearly articulated communications



Pillar 3 – organisation interdependence

- Wider 'Housing Group' is focused on delivering 47,000 units by 2020
- HFA is a collaborative and trusted team member
- HFA plays a co-leadership role
- HFA is consulted in the development, planning and execution of Housing Policy



Pillar 4 – internal capability

- Developing leadership skills and competence
- AHB sector acknowledges the ease and efficiency of the HFA loan process
- Appropriate, reliable and integrated electronic systems to complement its ability to deliver on the expectations of stakeholders
- HFA promotes a positive and stimulating work environment which recognises and values the contribution and commitment of all employees

HFA – Experience and Challenges

- Repayment Capacity
- Interest Rate Risk
- Equity Requirement
- Supply/Demand
- Balance Sheet constraints

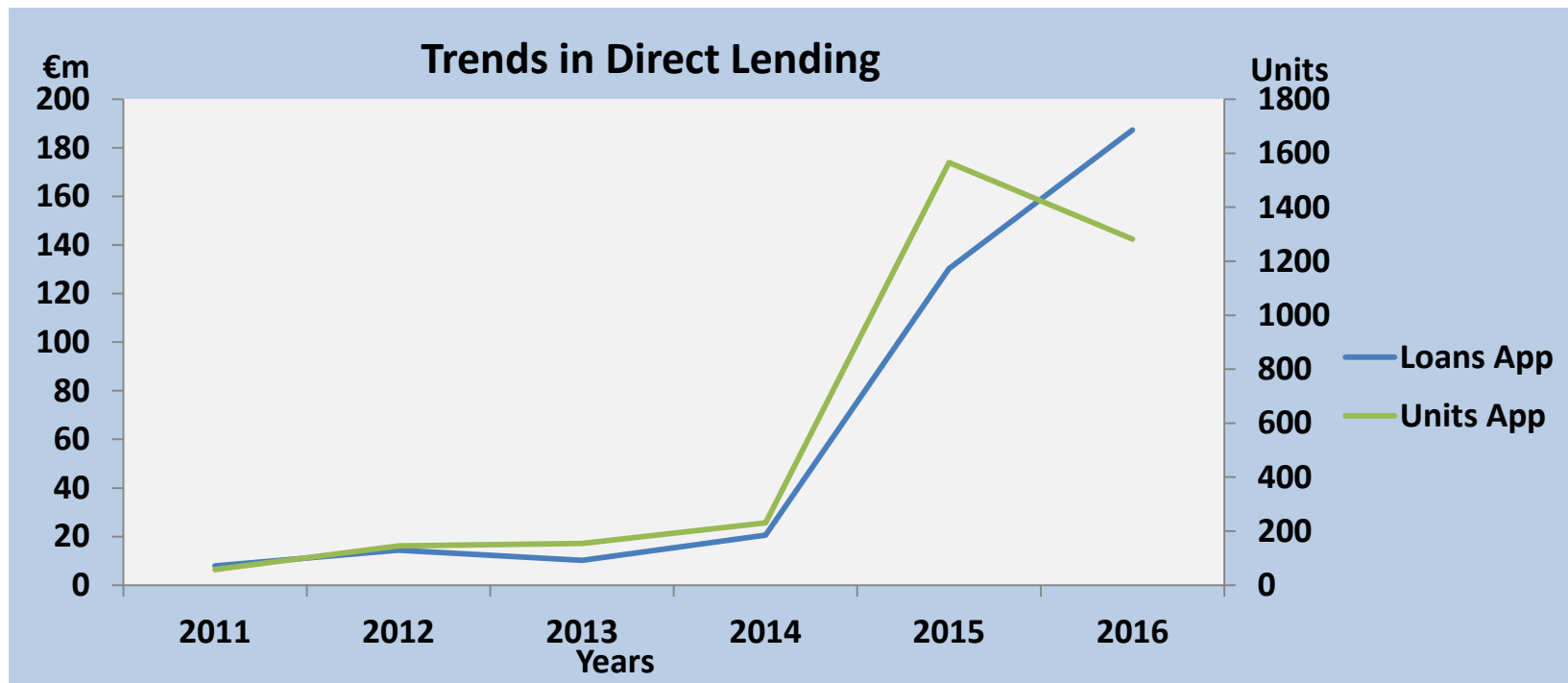
HFA – New Initiatives

- EIB/CEB funding
- New build/retrofit
- 12 Month bridging
- Tier 2 product
- Extensive fixed rate offering
- Affordable rental

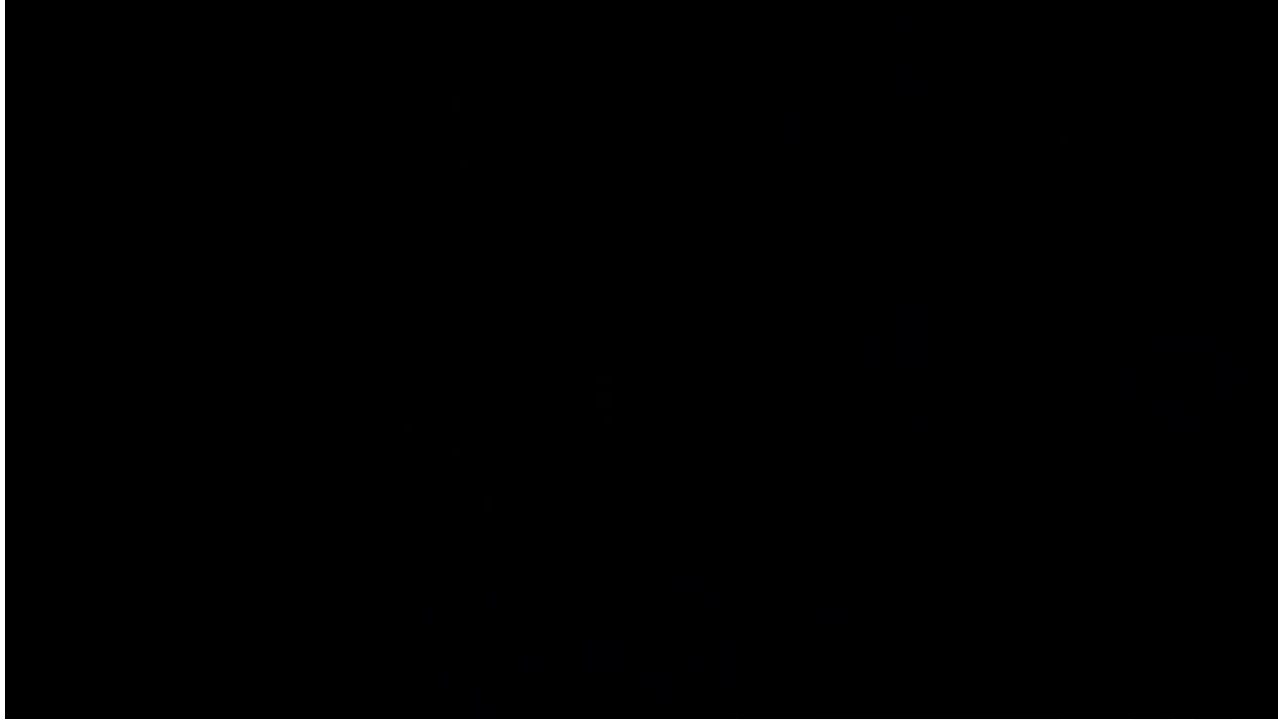
HFA – New Initiatives

Product	Pricing
Variable	3mth E+2.5%
12 month bridging	3mth E+ 2.75%
New Build 24 month bridging	3mth E+ 3.5%
10 year fixed	2.50%
15 year fixed	2.75%
20 year fixed	3.00%
25 year fixed	3.50%
EIB/CEB 25 year fixed	2.75%

HFA – Trend in Direct Lending



Life at the Coalface



Questions/discussion...

Sean Cremen | Head of Treasury

Housing Finance Agency plc.

46 St. Stephen's Green, Dublin 2

E scremen@hfa.ie

T +353 1 872 5722

F +353 1 872 5878

www.hfa.ie