



Innovating, Collaborating & Delivering Homes

HFA | Dublin City Council
Housing Strategic Policy Committee
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Rebuilding
Ireland

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

Painting by Numbers

2016 results:

- €3.65 billion
- €242 million
- €150 million
- €22 million
- 0.045%
- 0.00



Strategy HFA 2020



Pillar 1: Customers and Competitors



Pillar 2: All other Stakeholders



Pillar 3: Organisation Interdependence



Pillar 4: HFA Internal Capability

Pillar 1

We will increase our business portfolio to €5 billion by introducing innovative products to existing and new customers

Pillar 2

We will enjoy a reputation for excellence among our stakeholders who clearly understand and value HFA offerings

Pillar 3

We will play a co-leadership role in the development and execution of a Housing Solution

Pillar 4

We will provide exceptional service to customers through professional and committed staff who are proud to work in the HFA

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 are <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

Pillar 2 | Key Stakeholders



- Expectations and challenges faced by Government Departments and stakeholders
- HFA Communications
- Appreciation of HFA product range, capability and operating constraints
- Awareness of the role of HFA within the public domain

Pillar 3 | Organisation Interdependence



- A collaborative and trusted team member of the wider 'Housing Group'
- Strong professional working relationships with key elected representatives
- HFA opinions valued and sought in the development, planning and execution of Housing Policy

Pillar 4 | Internal Capacity



- Improving operational and strategic processes
- AHB sector acknowledges the ease and efficiency of the HFA loan process
- Integrated electronic systems
- A positive and stimulating work environment

Local Authorities | Why they should be borrowing

- Priority to get homes built – 47,000 homes needed by 2020!
- Limited capacity of AHB Sector - scale required
- 30 yr. fixed rate to LAs @ 1.75%
- Service principle and interest on €100m for <€4.30m p.a.
- Interest only option available, servicing cost <€1.75m p.a.
- Cost of emergency accommodation

Local Authorities | Issues to consider

- Off B/S funding challenges, timing
- Risk exists for LAs
- Need solid repayment platform
 - Sustainable & reliable
 - Legally based
 - Past informs the future
- Look at possible sale later
- HFA considering options with LAs & Dept. of Housing

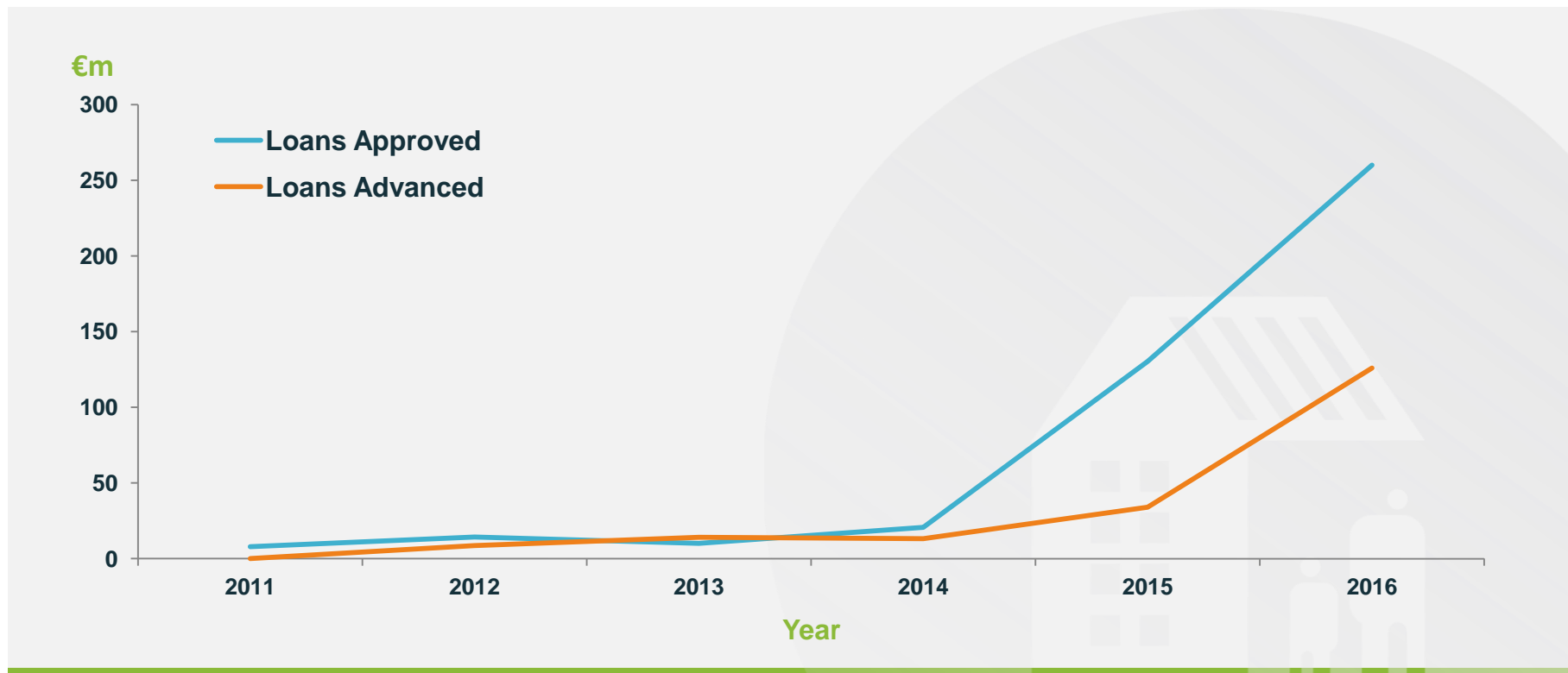
Local Authorities | Rates offering

- Variable mortgage rate @ **1.00%**
- Variable non-mortgage rate @ **1.50%**
- 10 year fixed @ **1.00%**
- 20 year fixed @ **1.25%**
- 30 year fixed @ **1.75%**
- EIB/CEB 25 year fixed @ **1.25%**
- **Likelihood of market rate increases**

Direct Lending to AHBs

- 16 Certified bodies
- Record year for lending:
 - €260m in loan approvals
 - €126m in loans advanced
 - Finance approved for 1,740 new homes
- Significant demand for the EIB/CEDB supported 2.75% long term finance, fixed for 25 years

Direct Lending to AHBs



What will tomorrow look like?

- Higher Education Institutions
- Relaxing of government borrowing constraints in 2018?
- Local authorities allowed to borrow significantly again?
- Interest rate increases
- Compulsory Regulation of Irish AHB Sector
- Availability of private finance



Thank you for your attention

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