

HBFI YEAR END UPDATE

FOR THE PERIOD TO 31 DECEMBER 2021

Key Highlights

Despite the challenges in 2021, it has been a year of strong growth for HBFI, with the amount approved doubling in the year to €835m*.

2021 continued to provide many challenges for the residential development sector with sites closed for much of Q1, 2021. Despite these challenges, the sector responded well and is expected to have delivered around 21,000 units during the year. HBFI experienced strong growth across its entire product range by more than doubling approvals in 2021 over the previous two years (€440m approved in 2021, €395m approved in 2019 and 2020 combined). The regions are a key area of focus with HBFI having now approved facilities in 18 counties throughout the State (see further detail on page 4).

The Momentum Fund (a €300m fund brought to the market by HBFI in May 2020 as a direct response to COVID-19 which was available to the end of 2021) was over 90% subscribed with funding approved for over 1,000 new units in a little over 18 months.

2022 promises to be another year of strong growth for HBFI with a comprehensive product offering, covering all areas of the residential construction sector.

Approvals*



€835m

Total funding approved to date



€11.8m

Average loan facility size



3,729

Supporting 3,729 homes



€1m to €94m

Individual loan facilities range from €1m to €94m



71

Total Number of facilities approved to date



6.9%

Rates for core products 5% to 9%, average 6.9%



18

Across 18 counties



23%/77%

23% social housing, 77% private housing across all products

Active Sites



€474m

Total funding approved on active and completed sites to date



2,228

No. of new homes delivered or under construction



35

Total Number of active or finished sites to date across 18 counties

Homes completed



519

Number of units completed and sold



1,359

Contracted for sale/sale agreed

* Figures reported are from 28 January 2019 to 31 December 2021. Not all schemes approved will drawdown funding from HBFI for various reasons including the project not progressing or alternative funding secured.

HBFI

Maoiniú Teaghais-Tógála Éireann
Home Building Finance Ireland

Opening doors for new home building in Ireland

Outline of HBFI's Current Product Offering

HBFI has five products on offer, meaning finance can be provided for all types and size of residential projects from 5 to 300 plus units. Amongst the product offering, HBFI provides specialist products for Social Housing (with reduced fees for qualifying projects), a Green Funding Product (with a discounted margin for qualifying projects) and a product specifically for small schemes of between 5 and 9 units.

HBFI can also provide funding for large scale projects throughout the State and will consider a scheme for funding once the majority of the development relates to residential units. Further information can be found at www.hbfi.ie or by calling 01 238 4600.

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|---|--|---|
|  | Under 10 Units (to include COSME) The Small Development Funding Product (under 10 units) is designed to provide funding for projects of between five and nine residential units.  #Believe InSmall | <ul style="list-style-type: none">• Facility size from €1m (to include land purchase (up to 50%) and development funding)• Gearing of up to 80% (includes site purchase and development funding)• Margin of between 6% and 9% (over 3-month Euribor)• A 1% entry and exit fee will be applied subject to a minimum entry fee of €15K and minimum exit fee of €15K• Loan Guarantee Scheme provided by the EIF (European Investment Fund). |
|  | 10 Units or Above HBFI's original product offering, the Standard Development Funding Product, is designed to fund residential projects of 10 units or more. | <ul style="list-style-type: none">• Gearing of up to 80% (includes site purchase and development funding)• Margin of between 5% and 8% (over 3-month Euribor), with an entry fee and exit fee of up to 1%• The maximum funding provided under this product type is typically €35m. |
|  | Apartment Development The HBFI Apartment Funding Product is primarily geared towards apartment development as opposed to site purchase but may incorporate funding for site as part of the overall facility. | <ul style="list-style-type: none">• Gearing of up to 80% (includes site purchase and development funding)• This product can be used to fund developments with pre-sales/private sales or a mix• The maximum funding provided under this product type is typically €75m• Margin and fees will be reflective of risk pertaining to each development. Please contact HBFI to discuss your project. |
|  | Social Housing The Social Housing Product is designed to provide funding for social housing projects that are contracted for sale pre construction to a Local Authority or an AHB (Approved Housing Body). | <ul style="list-style-type: none">• The minimum number of units (houses/apartments or a mix) for which funding will be provided under this product type is 10• The project must be contracted to a Local Authority or an AHB prior to the first drawdown from the facility provided by HBFI• Gearing of up to 80% (includes site purchase and development funding)• Margin of between 5% and 7% (over 3-month Euribor), with an entry fee of 1% and no exit fee. |
|  | Green Funding Product The Green Funding Product is designed to encourage the development of sustainable housing across all HBFI products. | <ul style="list-style-type: none">• In order to qualify for this product the project must be certified to the HPI (House Performance Index) or equivalent standard• Those projects that qualify will be able to avail of a discount of 0.5% on the margin that they could normally expect to be charged• The product/discount is available across all HBFI products (some products are subject to certain minimum margins – please contact HBFI for further information)• Early engagement with HBFI is essential to ensure that the criteria for HPI certification is planned from the outset• Further information can be found on the Irish Green Building Council Website at www.IGBC.ie. |

Recent Projects Funded by HBFI



Over 10 Units

Company Name:
Manley Developments

Site Name:
Avourwen

Site Location:
Drogheda

Number of Units:
203 units in Phases 5, 6 & 7

HBFI Lending Manager:
David Casey

Project Status:
Under Construction



Under 10 Units

Company Name:
Hanney Properties Ltd

Site Name:
Mucklagh

Site Location:
Tullamore, Co. Offaly

Number of Units:
8 units

HBFI Lending Manager:
Richard Tynan

Project Status:
Nearing completion



Social Housing

Company Name:
Viaduct Developments Ltd

Contracted to:
Clúid Housing

Site Name:
An Tobar

Site Location:
Drogheda, Co. Louth

Number of Units:
94 units

HBFI Lending Manager:
Stephen O'Halloran

Project Status:
Under Construction

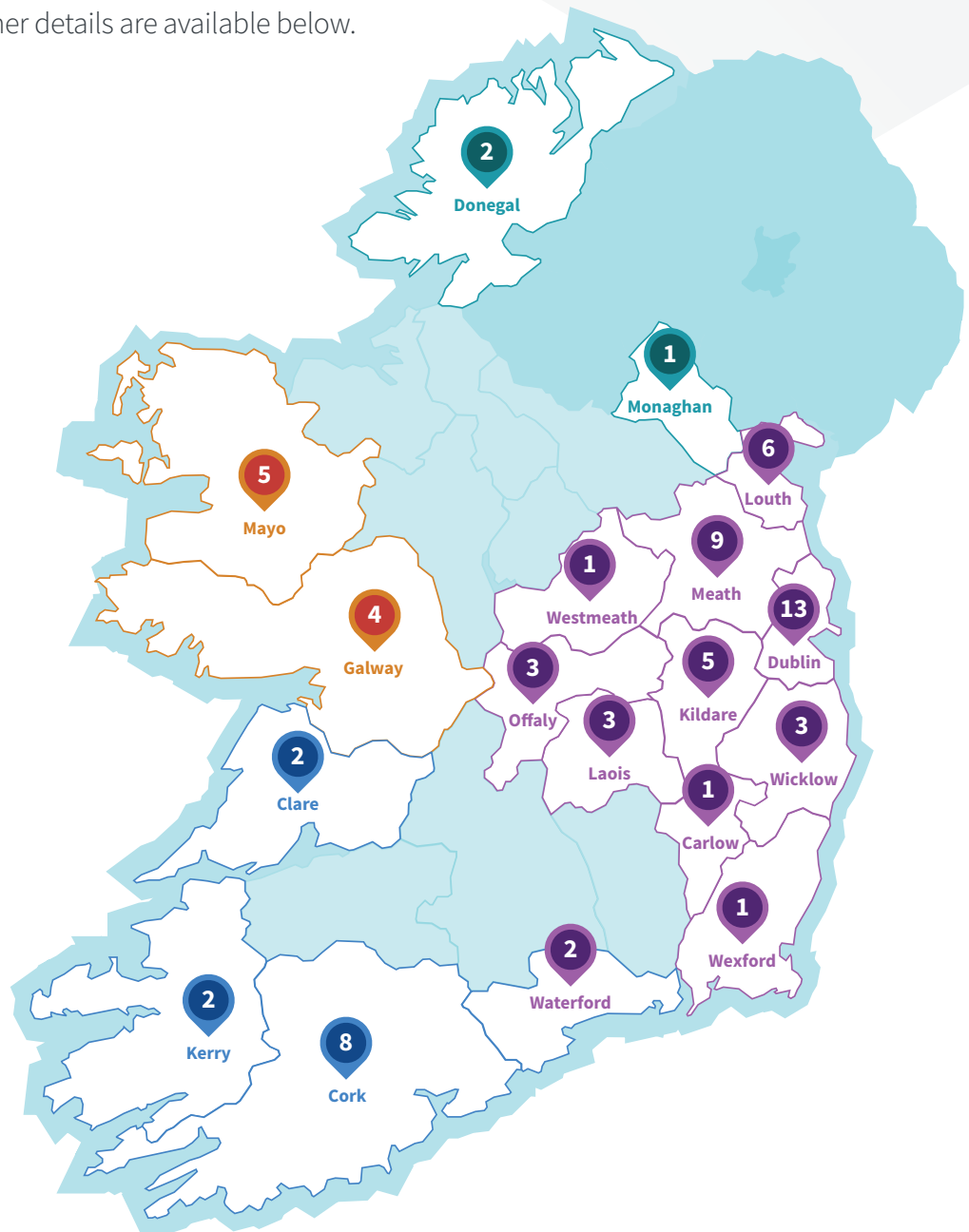
HBFI Facilities Approved to Date

by County

HBFI has approved 71 facilities as of the end of 2021. These facilities are in various locations across 18 counties with an average of 52 new homes per facility. Further details are available below.



The number of facilities approved per county



For further information or to discuss a project, please contact one of our Business Development Managers



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