

Year End Update

For the period 1 January 2020
to 31 December 2020*

Key Highlights

2020 has been synonymous with uncertainty and a requirement to adapt to an ever-changing environment.

HBFI has launched a range of new product offerings to enable more housebuilders to access funding and undertake new developments. In 2020, HBFI received extensive interest from the residential development sector and has approved over **€395m** in funding since its launch in January 2019.

Approvals



€395m**

Total funding approved to date



1,850

Supporting 1,850 homes



38

Total Number of facilities approved to date



17

Across 17 counties



€10m

Average loan facility size



€1m to €94m

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



6.98%

Rates for core products 5% to 9%, average 6.98%



32%/68%

32% social housing,
68% private housing across all products

Active Sites



€263m

Total funding approved on active and completed sites to date



1,162

No. of new homes delivered or under construction



16

Total Number of active sites to date 16 across 12 counties

Homes completed



107

Number of units completed and sold



476

Contracted for sale/sale agreed

* figures reported are from 28 January 2019 to 31 December 2020.

**not all schemes approved will drawdown funding from HBFI for various reasons including the project not progressing or alternative funding secured.

Outline of HBFI's Current Product Offering

In 2020, HBFI launched a range of new products to further support the residential development sector. These new products allow for greater coverage and overall flexibility in supporting the delivery of new homes. A key priority for HBFI is to remain agile and adapt to the market needs of the residential development sector. In 2021, HBFI will be launching the Green Product to support the delivery of sustainable housing. An overview of HBFI's product offering is outlined below. For further details or to Submit an Enquiry visit www.hbfi.ie.



Green Funding Product

The Green Funding Product is designed to encourage the development of sustainable housing across all HBFI products.



- In order to qualify for the 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)
- The usual qualification criteria (set out for each product) continue to apply
- Early engagement with HBFI is essential to ensure that the criteria for HPI certification is planned from the outset
- Further information regarding the qualification criteria can be found on the Irish Green Building Council Website at www.IGBC.ie.



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.



- 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
- Ideally, the site should have planning permission or be in the process of achieving planning permission
- 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.

- The minimum number of units (houses/apartments or a mix) for which funding will be provided under this product type is 10
- 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%
- Ideally, the site should have planning permission or be in the process of achieving planning permission
- The maximum funding provided under this product type is €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 overall facility.

- This product is for developments consisting of predominantly apartments
- 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
- Ideally, the site should have planning permission or be in the process of achieving planning permission
- The maximum funding provided under this product type is €75m
- Margin and fees will be reflective of risk pertaining to each development. Please contact HBFI to discuss your project.



Momentum Fund

The Momentum Fund is a direct response to the Covid-19 crisis and is designed to temporarily provide funding to established developers for large-scale developments in prime locations, which might have previously been funded by the mainstream banks.

- Facility size of up to €75m (for larger amounts contact HBFI directly to discuss)
- Gearing of up to 65% (includes site purchase and development funding)
- Margin and fees will be assessed on a case by case basis.



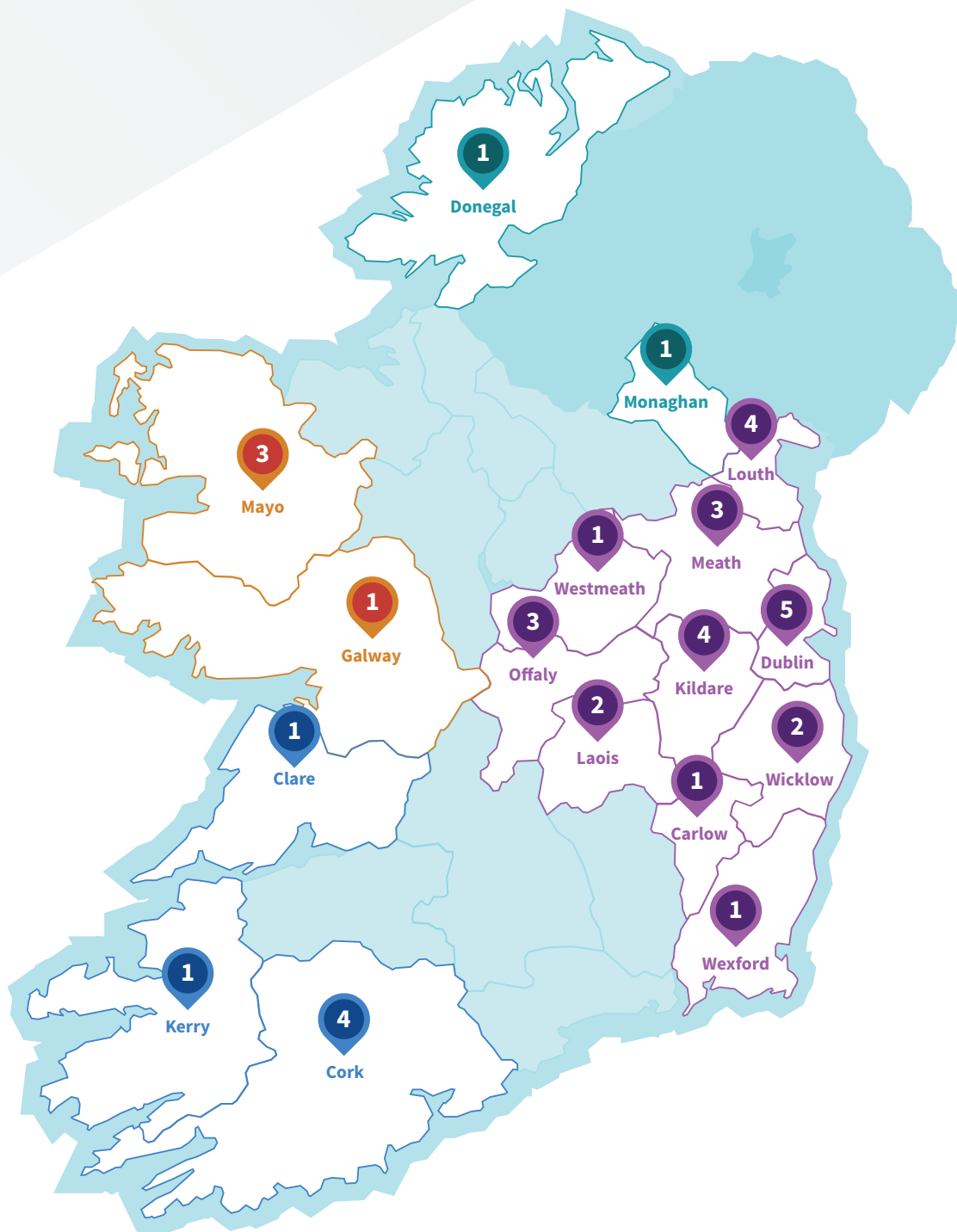
Social Housing

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).

- 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**.

HBFI Facilities Approved to Date by County

HBFI has approved 38 facilities as of the end of 2020. These facilities are in various locations across 17 counties with an average of 48 new homes per facility. Further details are available below.



 The number of facilities approved per county

Examples of Projects Being Funded by HBFI



10 Units and Above

Company Name:

Tullamore Vita Stilo Limited

Site Location:

Tullamore, Co. Offaly

Number of Units:

Funding approved for 28 units (The development has planning for 98 units)

HBFI Lending Manager:

Riona Lynch

Project Status:

Under construction



10 Units and Above

Company Name:

McConway Homes Ltd

Site Name:

Carrabeag

Site Location:

Castlebar, Co. Mayo

Number of Units:

Funding approved for 17 units (The development has planning for 68 units)

HBFI Lending Manager:

David McCarrick

Project Status:

Under construction



Social Housing Project

Company Name:

Silzury Ltd

Site Name:

Loughlion

Site Location:

Kildare Town, Co. Kildare

Number of Units:

79

HBFI Lending Manager:

Shane Hartney

Project Status:

Nearing completion