NAMA
SDZ AND RESIDENTIAL DELIVERY FUNDING UPDATES

3rd December 2015
NAMA Mandate
Focused on completing its mandate successfully – three strands

**Debt**
Commitment to redeem a minimum of 80% of NAMA Senior Debt by end-2016 and all Senior Debt by end-2018. Currently at 73%.

**Docklands**
Facilitate the timely and coherent delivery of key Grade A office space, retail and residential space within the Dublin Docklands’ SDZ and Dublin’s Central Business District.

**Residential**
Achievement of a 20,000 residential unit funding delivery target by end-2020 (in addition to 2,000 already built).
NAMA Mandate
Strands two and three

- Addressing two current and serious strategic needs in the Irish economy
- Second and third strands of NAMA’s mandate equate to a **€7.5 billion** funding programme
- A combination of direct funding from NAMA and strategic joint venture and other partnership arrangements
- NAMA is just one part of the solution albeit an important part
- All of these strands – Debt, Docklands and Residential - are only possible because of NAMA’s ability to generate cash.
Existing NAMA Commitments Unaffected
Subject to current market conditions prevailing

By 2018
all senior debt repaid

1st March 2020
Subordinated debt repaid

€1.75bn
potential upper-range terminal surplus
Strand 2
Dublin Docklands SDZ
The Dublin Docklands SDZ

Background

May 2014 - SDZ Planning Scheme approved. NAMA has interest in 75% of 22 hectares of developable lands.

July 2014 - Minister for Finance, launching NAMA Section 227 Review, referred to the Docklands Area and NAMA's role.

September 2014 – NAMA Board approves Docklands Business Plan (DBP) and Docklands delivery team is established in NAMA.

Scale of opportunity exemplified by estimate that up to 3.8m sq. ft. of commercial space and 2,000 apartments could be delivered in all sites. This includes one additional site at City Quay (just outside the SDZ).
The Dublin Docklands SDZ
NAMA site overview
The Dublin Docklands SDZ
Planning and construction overview

Pre-planning – 1,266,156 sq.ft.
- 1,266,156 sq.ft. Commercial
- 1,168 Residential Units
  - Project Wave site – Phase 2
  - Spencer Dock – Phase 2
  - 10-12 Hanover Quay
  - Waterways Ireland – Block 19
  - Mayor St – Block 3
  - North Wall Quay – Block 9

Planning submitted – (not yet granted) - 1,178,078 sq.ft.
- 1,178,078 sq.ft. Commercial*
- 450 Residential Units**
- 169 Bedroom Hotel
  - City Quay
  - Spencer Dock – Phase 1
  - EXO Building Point Village
  - Windertide – Block 5
  - Windertide – Block 10A

Planning granted (not under construction) – 608,753 sq.ft.
- 608,753 sq.ft. Commercial
- 161 Residential Units
  - 76 SJR Quay
  - 5 Hanover Quay
  - Project Wave site – Phase 1

Construction commenced – 782,023 sq.ft.
- 782,023 sq.ft. Commercial
- 246 Residential Units
  - 8 Hanover Quay
  - Boland's Quay – demolition works
  - Capital Dock – preliminary works

* Including City Quay
** Including 285 residential unit equivalent in the form of student accommodation
The Dublin Docklands SDZ

Example of sites

8 Hanover Quay – Block 15b
Strand 3
Residential Delivery Funding
NAMA’s Expanded residential funding delivery programme – 93% in GDA

Delivery of 20,000 residential units by end-2020 subject to commercial viability

- 78% of the units will be delivered in Dublin
- 15% in neighbouring counties (Kildare, Wicklow and Meath)
- 7% outside the Greater Dublin area

Focus on starter homes
NAMA’s expanded residential funding delivery programme

Scale of activity

- NAMA will dedicate up to €5.6 billion in total funding to the programme with peak funding of €1.8 billion
- Increase delivery from an average of 1,250 units per annum (2014-2015) to an annual average of 4,000 units (2016-2020)
- Construction currently taking place on 40 sites – this will need to be increased to 100 concurrently active sites
- Part V will ensure delivery of social housing in line with Government policy.
NAMA’s expanded residential funding delivery programme

Delivery mechanisms

- Work with existing debtors who are willing to co-operate with NAMA and who have a proven track record of competence which enables them to commit to credible delivery targets on **commercially viable projects**

- Receivers seeking to maximise the return on assets under their control

- Establish suitable JV partnerships - as part of negotiated arrangements with certain debtors, NAMA may enter into joint ventures with other credible, well-capitalised platforms to develop sites

- JV Expressions of Interests will be sought early in the New Year

- Sale of sites under licence arrangements.
## NAMA’s expanded residential funding delivery programme
Site planning lifecycle – NAMA-secured sites

<table>
<thead>
<tr>
<th>Status</th>
<th>Total Resi Units</th>
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<tbody>
<tr>
<td><strong>TIER 1 sites</strong></td>
<td></td>
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<tr>
<td>Completed – end 2015</td>
<td>2,300</td>
</tr>
<tr>
<td>Under construction</td>
<td>2,950</td>
</tr>
<tr>
<td>With planning permission but not yet under construction</td>
<td>4,900</td>
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<tr>
<td><strong>Sub-total</strong></td>
<td>10,150</td>
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<tr>
<td><strong>TIER 2 sites</strong></td>
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<tr>
<td>Planning applications lodged</td>
<td>3,900</td>
</tr>
<tr>
<td>Planning applications to be lodged within 12 months</td>
<td>6,000</td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
<td>9,900</td>
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<tr>
<td><strong>TIER 3 sites</strong></td>
<td></td>
</tr>
<tr>
<td>Pre-planning work underway</td>
<td>16,850</td>
</tr>
<tr>
<td>Feasibility and pre-planning on longer-term sites</td>
<td>15,800</td>
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<tr>
<td><strong>Sub-total</strong></td>
<td>32,650</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>52,700</td>
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## NAMA’s expanded residential funding delivery programme
### Dublin Hot Spot Summary

<table>
<thead>
<tr>
<th>Cluster</th>
<th>NO UNITS</th>
<th>Under Construction</th>
<th>Planning Granted</th>
<th>Planning Lodged</th>
<th>Planning to be Lodged within next 12 months</th>
<th>Total:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BALDOYLE / CLONGRIFIN CLUSTER</strong></td>
<td>1070</td>
<td>315</td>
<td>146</td>
<td>0</td>
<td>609</td>
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<tr>
<td><strong>STEPASIDE / FOXROCK CLUSTER</strong></td>
<td>961</td>
<td>59</td>
<td>115</td>
<td>446</td>
<td>341</td>
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<tr>
<td><strong>DUN LAOGHAIRE CLUSTER</strong></td>
<td>864</td>
<td>197</td>
<td>667</td>
<td>0</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td><strong>PELLESTOWN / ASHTOWN CLUSTER</strong></td>
<td>834</td>
<td>237</td>
<td>279</td>
<td>318</td>
<td>0</td>
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<tr>
<td><strong>SWORDS CLUSTER</strong></td>
<td>794</td>
<td>115</td>
<td>72</td>
<td>551</td>
<td>56</td>
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<tr>
<td><strong>KILTERNAN CLUSTER</strong></td>
<td>630</td>
<td>0</td>
<td>125</td>
<td>106</td>
<td>399</td>
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<tr>
<td><strong>BALLYCULLEN / KNOCKLYON CLUSTER</strong></td>
<td>554</td>
<td>123</td>
<td>172</td>
<td>79</td>
<td>180</td>
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</tr>
<tr>
<td><strong>CASTLEKNOCK / DISWELSTOWN CLUSTER</strong></td>
<td>433</td>
<td>359</td>
<td>0</td>
<td>0</td>
<td>74</td>
<td></td>
</tr>
</tbody>
</table>
NAMA’s expanded residential funding delivery programme
Example of current developments

Miller’s Glen, Swords, Co. Dublin
NAMA’s expanded residential funding delivery programme
Example of current developments

Waterside, Malahide, Co. Dublin
NAMA’s expanded residential funding delivery programme

Example of current developments

Coill Dubh, Broomfield, Malahide, Dublin 17
NAMA’s expanded residential funding delivery programme
Example of current developments
The Dublin Docklands SDZ
Boland’s Quay | North Docks virtual Tour
SDZ and residential delivery funding

Why NAMA

- NAMA’s loan portfolio is secured by commercial and residential development sites which are *commercially viable* to develop
- Funding capacity through own cash generation
- Capacity and skillsets to co-ordinate and manage the programme:
  - Organisation already in place with experience and requisite project financing, property and construction skillsets
  - New Residential Delivery division has been established - structure and staffing already in place to maximise commercial return
  - Key advantage of having a dedicated Asset Management Agency focused on property has been the concentration of a unique mix of property skills under the one roof
  - Strong relationships and engagement with key external stakeholders including Local Authorities, Irish Water, Transport Infrastructure Ireland and across the wider State sector.
NAMA’s SDZ and residential funding delivery programme
Timeline - based on current expectations and market assessment

<table>
<thead>
<tr>
<th>DATE</th>
<th>MILESTONE</th>
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<tbody>
<tr>
<td>2018</td>
<td>• Redemption of final tranche of NAMA senior debt – 100% cumulative redemption</td>
</tr>
<tr>
<td>March 2020</td>
<td>• Redemption of NAMA sub debt</td>
</tr>
<tr>
<td>Q4 2020</td>
<td>• Completion of residential funding programme</td>
</tr>
<tr>
<td>Post-2020</td>
<td>• Completion of SDZ funding programme</td>
</tr>
<tr>
<td></td>
<td>• Residual asset sales</td>
</tr>
<tr>
<td></td>
<td>• Payment of surplus to Exchequer</td>
</tr>
</tbody>
</table>
Thank you