

# NAMA

## SDZ AND RESIDENTIAL DELIVERY FUNDING UPDATES

3<sup>rd</sup> December 2015



# NAMA Mandate

Focused on completing its mandate successfully – **three strands**



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



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.



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



**1<sup>st</sup> 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



-  PROPOSED PUBLIC TRANSPORT BRIDGE
-  PROPOSED PEDESTRIAN BRIDGE
-  PROPOSED DART UNDERGROUND CONNEC
-  DART & RAIL LINES
-  SDZ BOUNDARY
-  NAMA Related
-  CIVIC/PUBLIC SPACES
-  NAMA Related - Pre Planning
-  NAMA Related - Planning lodged
-  NAMA Related - Planning Granted
-  NAMA Related - Construction Commenced
-  EXISTING BUILDINGS
-  EXISTING PROTECTED STRUCTURE
-  Reserved for Interconnector
-  LUAS LINES
-  LUAS STOPS
-  AIRPORT BUS & COACH STOPS

-  2 Spencer Dock
-  3 Mayor St / Castlafortas St
-  5 Mayor St / Sheriff St
-  7 Spencer Dock
-  8 North Wall Quay "Project Wave"
-  9 North Wall Quay (formerly known as the Tile Style and Crosbie's Yard Sites)
-  10a Wintertide and Point Village
-  10b The Spine
-  14a 76 Sir John Rogerson's Quay
-  14b 5-6 Hanover Quay
-  15a Capital Dock / 1-4 Hanover / Britain Quay
-  15b AIRbnb
-  15c 10-12 Hanover Quay
-  17 Bolands Mills
-  19 Waterways Ireland

# 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

Focus on **starter homes**



78% of the units will be delivered in **Dublin**



15% in neighbouring counties (**Kildare, Wicklow and Meath**)



7% outside the Greater Dublin area



# 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

	Status	Total Resi Units
<b>TIER 1 sites</b>	Completed – end 2015	2,300
	Under construction	2,950
	With planning permission but not yet under construction	4,900
	<b>Sub-total</b>	<b>10,150</b>
<b>TIER 2 sites</b>	Planning applications lodged	3,900
	Planning applications to be lodged within 12 months	6,000
	<b>Sub-total</b>	<b>9,900</b>
<b>TIER 3 sites</b>	Pre-planning work underway	16,850
	Feasibility and pre-planning on longer-term sites	15,800
	<b>Sub-total</b>	<b>32,650</b>
	<b>Total</b>	<b>52,700</b>

# NAMA's expanded residential funding delivery programme

## Dublin Hot Spot Summary

BALDOYLE / CLONGRIFFIN CLUSTER	NO UNITS
Under Construction	315
Planning Granted	146
Planning Lodged	0
Planning to be Lodged within next 12 months	609
<b>Total:</b>	<b>1070</b>

DUN LAOGHAIRE CLUSTER	NO UNITS
Under Construction	197
Planning Granted	667
Planning Lodged	0
Planning to be Lodged within next 12 months	0
<b>Total:</b>	<b>864</b>

SWORDS CLUSTER	NO UNITS
Under Construction	115
Planning Granted	72
Planning Lodged	551
Planning to be Lodged within next 12 months	56
<b>Total:</b>	<b>794</b>

BALLYCULLEN / KNOCKLYON CLUSTER	NO UNITS
Under Construction	123
Planning Granted	172
Planning Lodged	79
Planning to be Lodged within next 12 months	180
<b>Total:</b>	<b>554</b>

STEPASIDE / FOXROCK CLUSTER	NO UNITS
Under Construction	59
Planning Granted	115
Planning Lodged	446
Planning to be Lodged within next 12 months	341
<b>Total:</b>	<b>961</b>

PELLESTOWN / ASHTOWN CLUSTER	NO UNITS
Under Construction	237
Planning Granted	279
Planning Lodged	318
Planning to be Lodged within next 12 months	0
<b>Total:</b>	<b>834</b>

KILTERNAN CLUSTER	NO UNITS
Under Construction	0
Planning Granted	125
Planning Lodged	106
Planning to be Lodged within next 12 months	399
<b>Total:</b>	<b>630</b>

CASTLEKNOCK / DISWELLSTOWN CLUSTER	NO UNITS
Under Construction	359
Planning Granted	0
Planning Lodged	0
Planning to be Lodged within next 12 months	74
<b>Total:</b>	<b>433</b>

# NAMA's expanded residential funding delivery programme

## Example of current developments

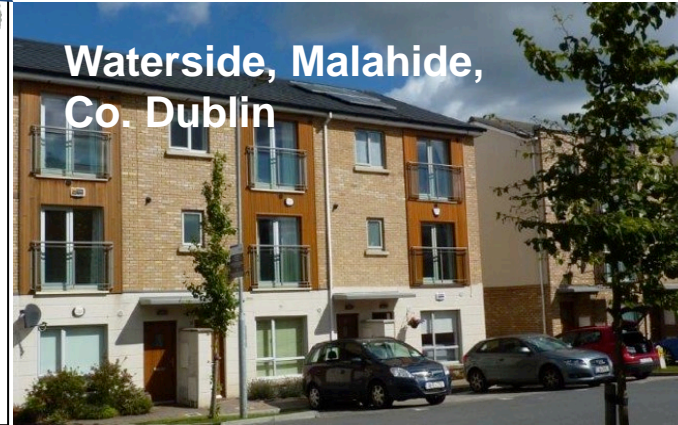


Miller's Glen, Swords, Co. Dublin



# NAMA's expanded residential funding delivery programme

## Example of current developments



# NAMA's expanded residential funding delivery programme

## Example of current developments



# NAMA's expanded residential funding delivery programme

## Example of current developments



# The Dublin Docklands SDZ

## Boland's Quay | North Docks virtual Tour



[SDZ Docklands video](#)

# 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



DATE	MILESTONE
2018	<ul style="list-style-type: none"><li>• Redemption of final tranche of NAMA senior debt – 100% cumulative redemption</li></ul>
March 2020	<ul style="list-style-type: none"><li>• Redemption of NAMA sub debt</li></ul>
Q4 2020	<ul style="list-style-type: none"><li>• Completion of residential funding programme</li></ul>
Post-2020	<ul style="list-style-type: none"><li>• Completion of SDZ funding programme</li><li>• Residual asset sales</li><li>• Payment of surplus to Exchequer</li></ul>

# Thank you

