

6th National Housing Conference
Session Brief
Delivering the NRAS



Introduction

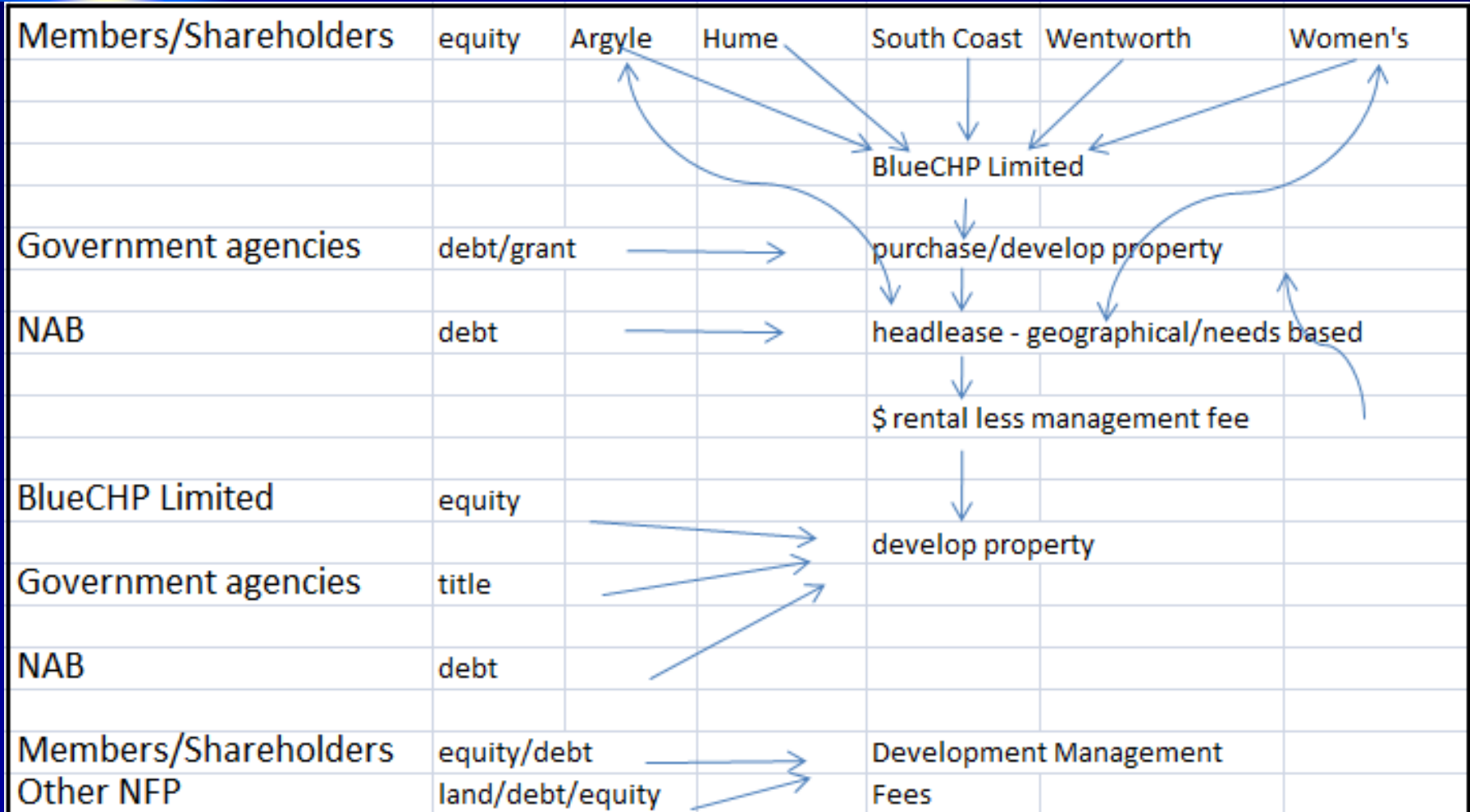
“It is anticipated that during the year ended 30 June 2009, the Company will acquire more than 40 dwellings for management by its members at a cost of around \$12,000,000.”

The actual numbers were 443 affordable housing dwellings at over \$70,000,000.

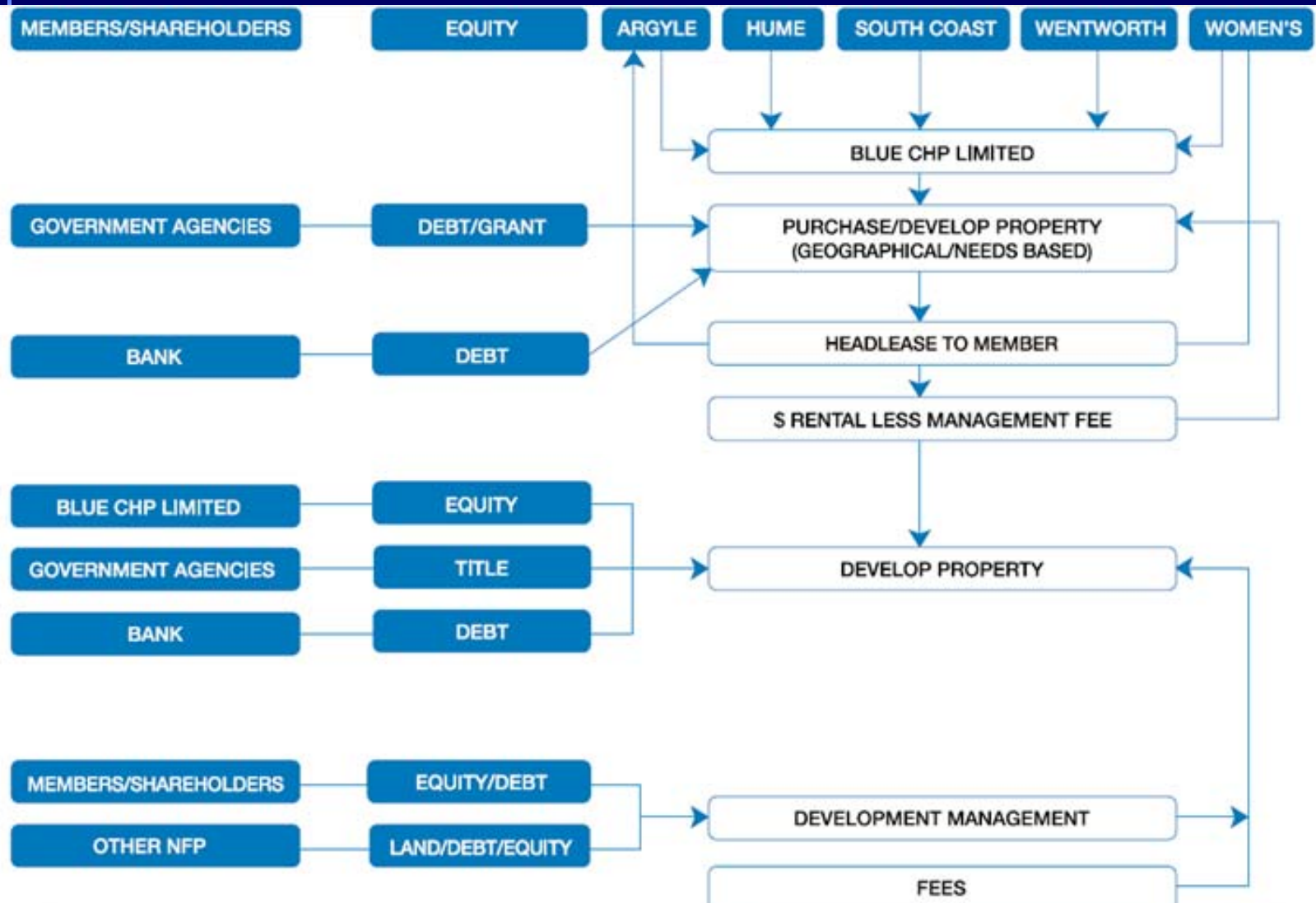
Formula for success

- The easy part is over...
- $\text{NRAS} + \text{SHGF/AHIF} + \text{debt} = \text{☺}$
- EQUITY

Partnerships



BlueCHP structure



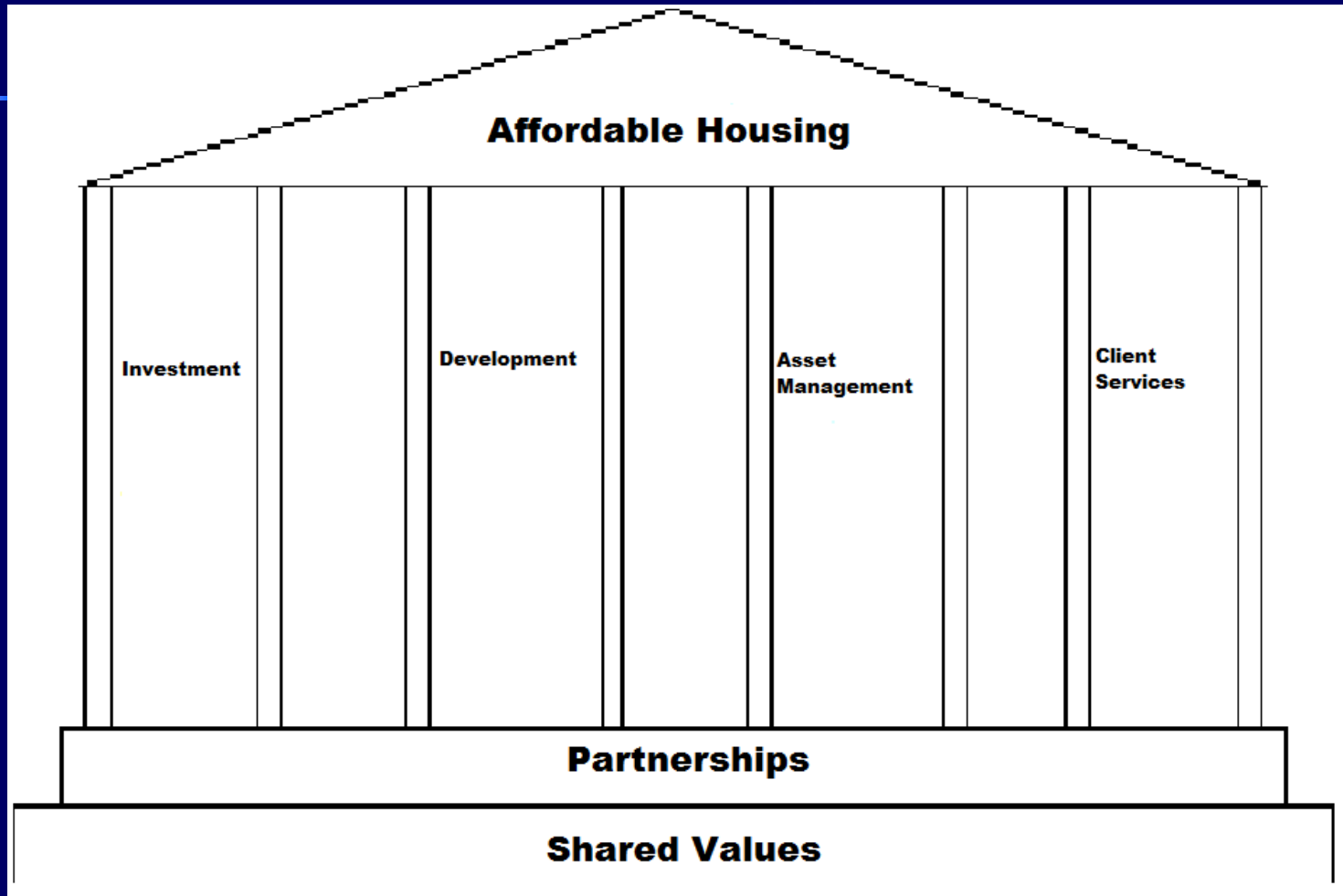
More partnerships...

- BlueCHP:

- The Australian Affordable Housing Company

- Investment <> Development <> Asset Management <> Services

More Partnerships...



Programs

- AHIF- Affordable Housing Innovation Fund
- NRAS- National Rental Affordability Scheme
- SHGF- Social Housing Growth Fund
- St Marys- affordable housing program
- CHLP Growth- Stock transfers

Programs summary either approved or submitted

■ AHIF/NRAS	52
■ CHLP Growth	110
■ St Marys 1	8
■ St Marys 2	125
■ SHGF1	107
■ SHGF2	70
■ SHGF3	200
■ NBIF ACT	100

Project Status Time frame	Members equity	Govt funding	Loan	Argyle properties	Hume Properties	S/Coast Properties	Wentworth properties	Women's properties	Total Properties	Tenancy Type
AHIF/NRAS Approved By June 2010	\$1.727m	\$6.4m Plus 52 NRI's	\$8.703m BoQ	12/8	8/8	12/0	8/1	12/12	52/29	Affordable
CHLP Growth 08/09	Nil	Title one day	Nil	CP 25/5	CP 9/9	CP 18/14	CP 12/0	CP 15/0	CP 79/28	PH eligible ICAS
St Marys Stage 1 (5 lots) 2015	\$0.258m	\$1.813m + \$0.200m seed funds	\$0.517m	Nil	Nil	Nil	7/0	1/0	8/0	Affordable
St Marys Stage 2 (69 lots) Mar 2009	\$3.841m	\$6.187m + 69 lots @ \$15.342m	\$12.565m	Nil	Nil	Nil	106/0	19/0	125/0	Affordable
SHGF No 1 July 2009	\$1.608m	\$16.081m + 107 NRI's	\$14.473m	Nil	46/23	Nil	36/0	25/22	107/45	50% AH 50% PH
SHGF No 2 July 2010	\$1.547m	\$19.361m plus 135 NRI's	\$17.807m	0/0	15/0	36/0	9/0	12/0	72/0	50% AH 50% PH
Property Transfer Prog	Nil	Title one day	Nil				451/0		451/0	PH
Nation Bld Stimulus ACT	Nil	30m		100/0					100/0	50% AH 50% PH
Nation Bld Stimulus NSW	Nil	Transfer of title	Nil at this stage but commitment	6/0	1/0				7/0	
Total	\$8.981m	\$100.384m	\$85.205m	143/13	79/40	66/14	629/1	94/34	1001/102	

Affordable Housing Opportunities

- Development management JV's
- Unis
- Major developers
- Institutions – Super Funds
- Land banking
- Redevelopment
- Sales
- ASEPP
- Leverage Leverage Leverage
- Securitisation model

Affordable Housing Opportunities

- Ask yourself why?
- Risk/reward
- More services

thanks