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INNOVATIVE LENDING
COMMUNITY • ENVIRONMENT • INDIGENOUS

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COMMUNITY DEVELOPMENT

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SEFA

INNOVATIVE LENDING

COMMUNITY • ENVIRONMENT • INDIGENOUS

Byron Bay Housing Roundtable Finance and Investment Models

Hanna Ebeling, Head of Portfolio Management, SEFA

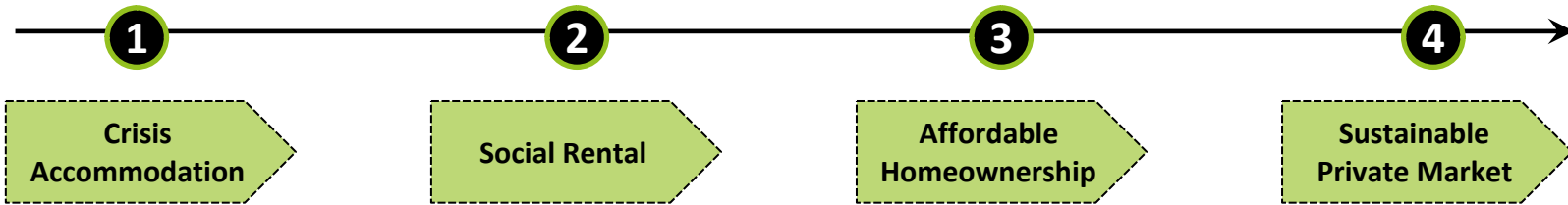
What funding expertise can SEFA contribute?



- SEFA is a *specialist lender* to not-for-profits and other community businesses with social, cultural or environmental objectives.
- We lend on commercial terms (*viability of business model*) but offer greater flexibility on the loan structure than mainstream banks (*understanding social organisations*).
- We work in partnership with philanthropic and other grant monies on *blended transactions* and mobilise additional private capital in *syndicated loans* that we lead.
- We offer *investment readiness services* to mission-driven organisations for bespoke capital structuring and capital raising strategies, and *due diligence services* to impact investors, foundations and philanthropists.

Housing Continuum

HOUSING
CONTINUUM



SEFA CLIENT
EXAMPLES

- Providential Homes
- King Street Haven

- Sustain Community Housing
- Myrtle Park

- Habitat for Humanity

- Nightingale
- MiHaven



Trends in the Housing Finance Space

- 1) **Fee-For-Service / Payment by Outcomes**
- 2) **Impact Investors and Philanthropy leading the way**
- 3) **Institutional Investors**
- 4) **Co-housing / Baugruppen**
- 5) **Specialist Disability Accommodation**
- 6) **Bond Aggregator CHP**

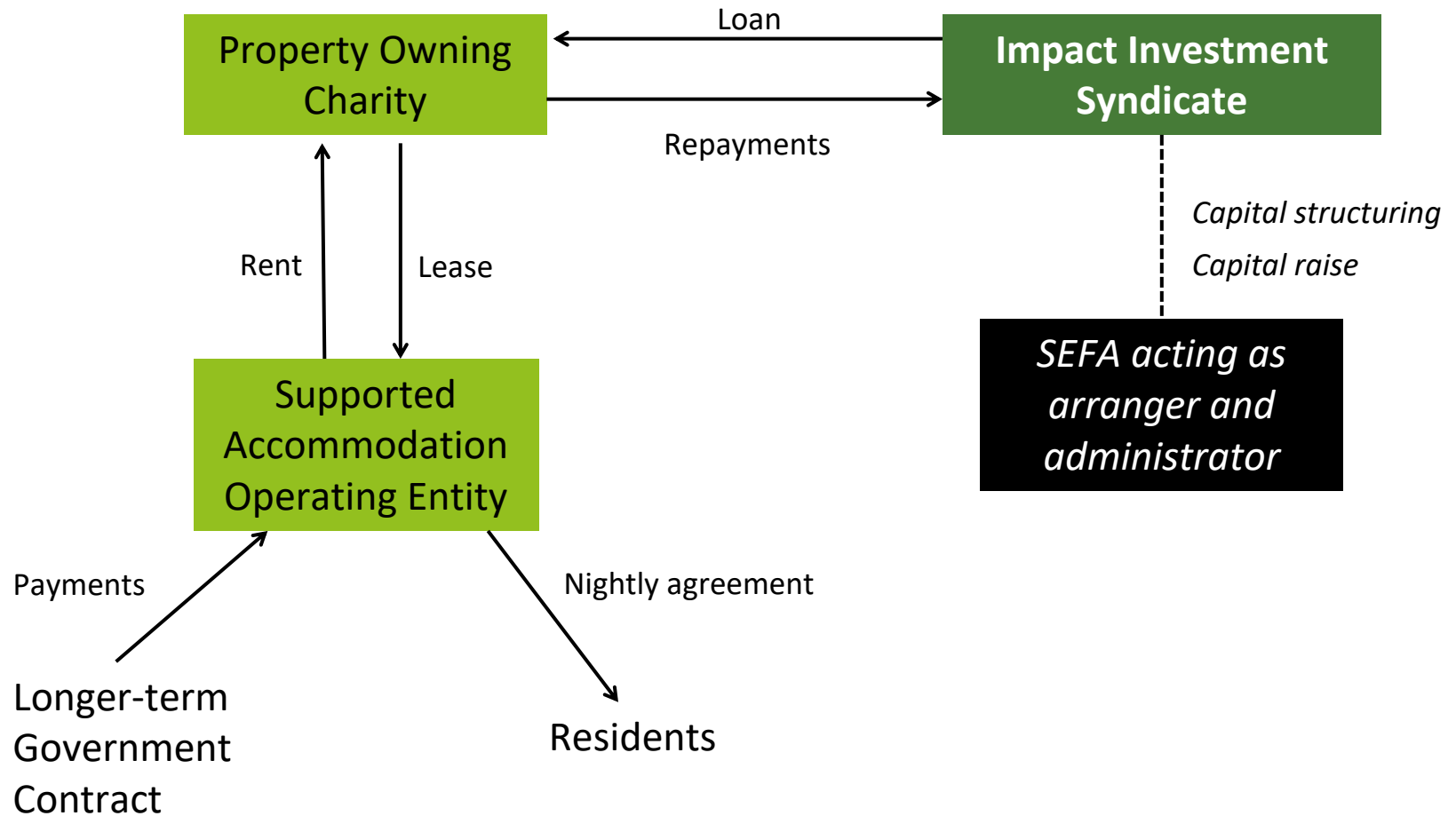
Sustain Community Housing purchased their first property in Western Sydney to convert into temporary accommodation:

- High quality support with wraparound services to break cycle of homelessness
- Reducing reliance on landlords and building an asset base
- 300 guests per week across all properties , owning properties provides a stable base



The outcome is the opportunity to develop a replicable model for scale in partnership with FACS and impact investors

Temporary Accommodation – scaling a Solution



Home Ownership Example – HfH Victoria



Habitat for Humanity Victoria received a \$2m innovative finance structure from SEFA that leverages their successful business model:

- Access to affordable housing
- Improved long-term outcomes in the areas of education, employment, health and lifestyle for parents and children
- Increased pace of construction

The outcomes are home ownership for low income families and pathway to financial sustainability for HfH Victoria.



1. The \$3m Affordable Housing Loan Fund
 - Homelessness
 - Affordable Housing
2. Affordable Housing Challenge
 - \$1m grant
 - \$2m patient loan via SEFA

**AFFORDABLE
HOUSING
CHALLENGE** 

“Foundation investing its corpus for purpose and working with an impact investment intermediary to develop innovative and replicable solutions.”

Co-Housing Example - Nightingale

Nightingale Housing promotes designed creation of deliberative urban communities:

- Architect-led with Community Empowerment
- Sustainability and Affordability
- Advocacy – government and industry support
- Intergenerational equality and equity

The outcomes are a more affordable, communal and lower carbon inner-city housing model



Nightingale Housing – scaling a model

Nightingale 1.0

\$6.1m Impact
Loan from 5
funders



Nightingale 2.0

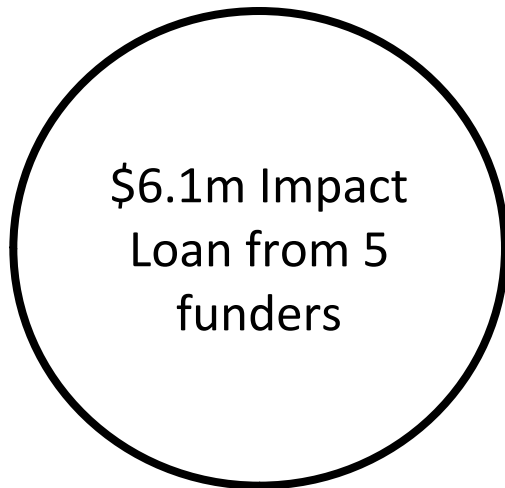
Senior
Mainstream
Debt - \$7.7m

Subordinated
Impact Debt -
\$900k

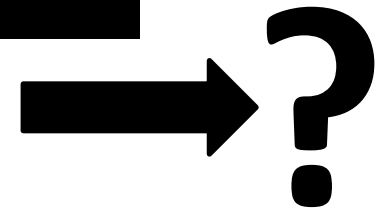
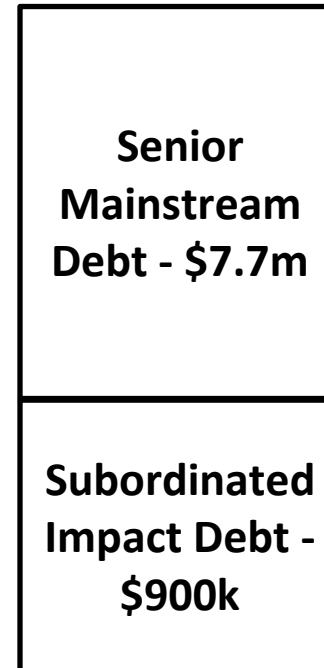


Nightingale Housing – scaling a model

Nightingale 1.0



Nightingale 2.0



Other Unlocking and Leveraging Themes



- **‘Baugruppen’ ownership model**
- **Payment by Outcomes**
- **Shared Equity Schemes**
- **Tiny Homes**
- Community Land Trust (99 year lease)
- Capital Layering and Blended Finance
- Sweat Equity
- Mixed Tenancies / Developments
- Design & Sustainability

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