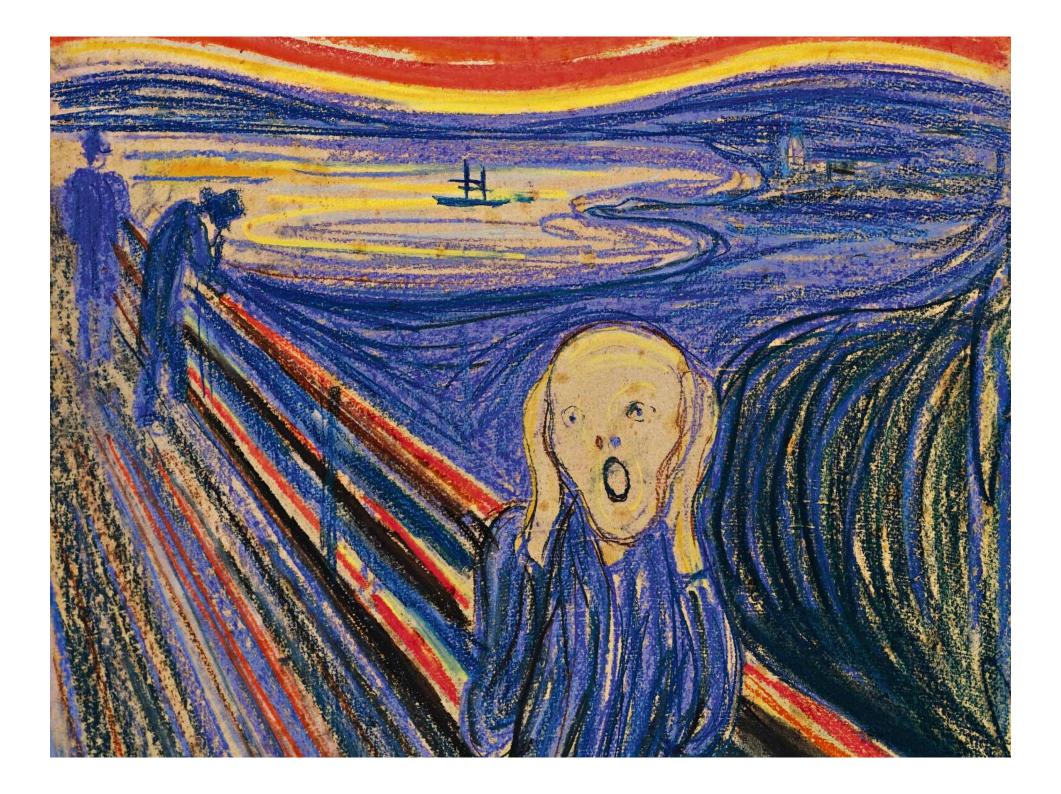


Green homes & mortgages: quality, health and financial returns for all







# responsible borrowing

versus

poor construction

# there is one "best" time to invest in building correctly







# not over financed

but under financed

long term benefits -> immediate benefits

monthly investment -> monthly benefits

# Locuințe & Ipoteci Verzi

GHID PENTRU INVESTITORII ŞI DEZVOLTATORII DE CLĂDIRI REZIDENȚIALE

# GREEN HOMES

CERTIFIED BY



#### Plătești mai puțin pentru mai mult!

- > Clădiri de calitate superioară
- > Ipoteci cu risc redus
- ☼ Costuri mai mici la energie şi reparaţii pentru ocupanţi
- ☼ Sănătate şi bunăstare pentru întreaga familie
- 🐎 Responsabilitate mai bună față de Planetă

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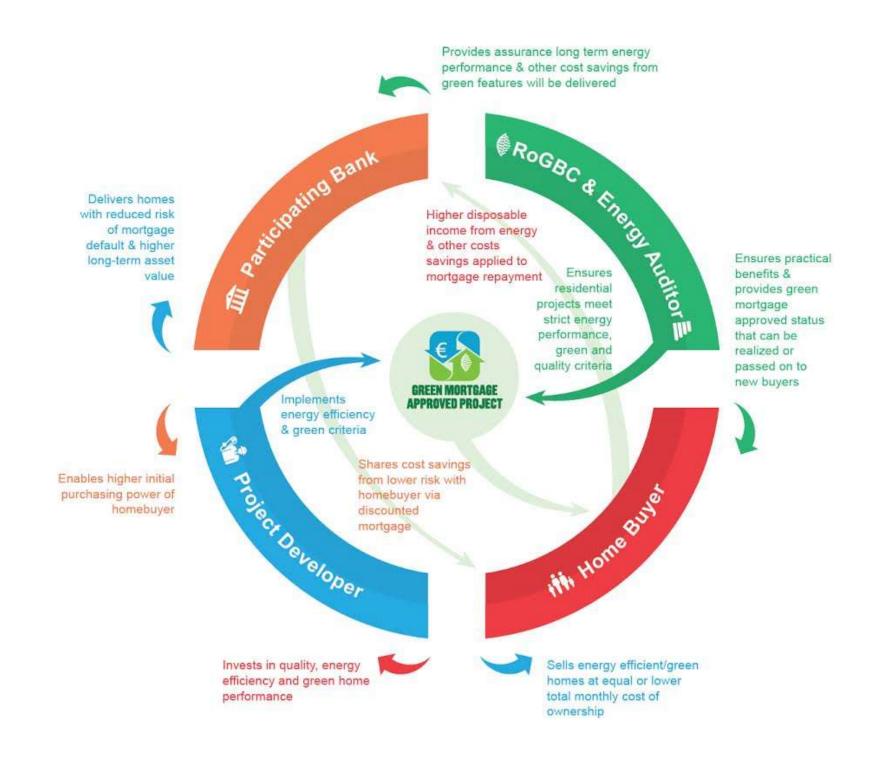


# mortgage payment

energy costs repair costs health costs

# 32% ↓ mortgage defaults &

8% higher asset values





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- 13 projects including
   4.600 apartments or
   villas certified, in process
   or planned
- Cluj-Napoca, Iasi, Bucharest, Brasov
- 41,88M EUR certified
- 234,55M EUR total



CERTIFIED BY





#### Energy Efficiency & Green Energy

**Location - Community** 

Sustainable & Healthy Materials

Indoor Air Quality / Wellness

Bio-Climatic Design

Construction Site & Property Management

Other Green Design Principles



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## procedure

- pre-certification review
- pre-certification scorecard
- certification
- notification of eligibility to the bank
- monitoring



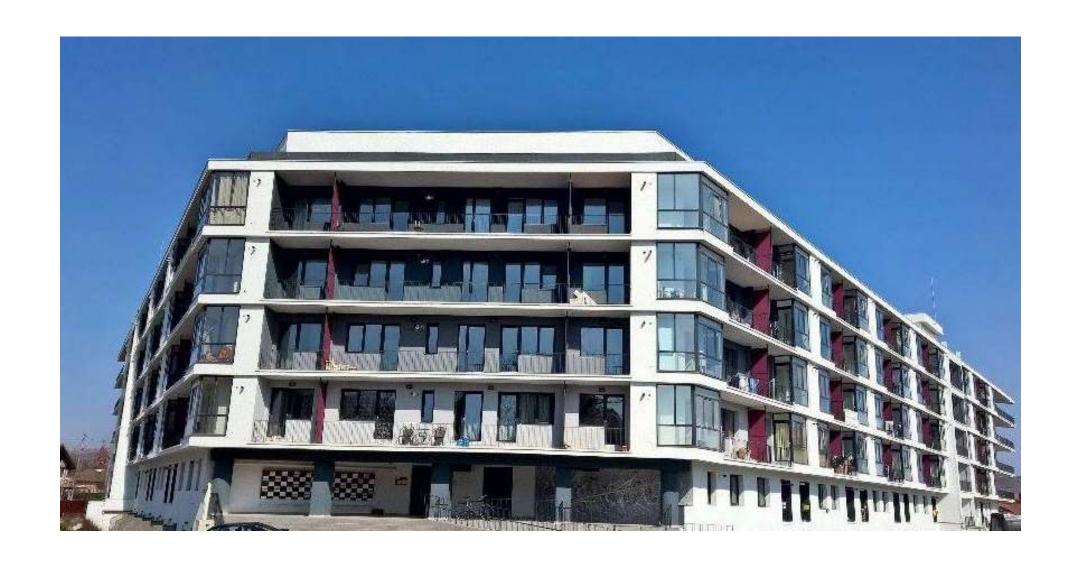
| NET SAVINGS WITH<br>GREEN MORTGAGES   | EPC "B" rated apartment | EPC "A" rated apartment | Green Homes qualified apartment |
|---|-------------------------|-------------------------|---------------------------------|
|   |                         |                         |                                 |
| Sale price of 70 sqm apartment  | 98,000                  | 100,100                 | 104,300                         |
| Loan amount   | 83,300                  | 85,085                  | 88,655                          |
| Monthly mortgage payment  | 499                     | 510                     | 505                             |
| Cost of energy/apartment/month  | 101                     | 65                      | 33                              |
| Total cost of ownership   | 600                     | 575                     | 538                             |
| Net monthly savings:  payment difference + energy  savings compared to "B"  apartment | 0                       | 25                      | 62                              |
| Net annual savings for Green<br>Mortgage Qualified versus "B"<br>apartment            | 0                       | 300                     | 744                             |



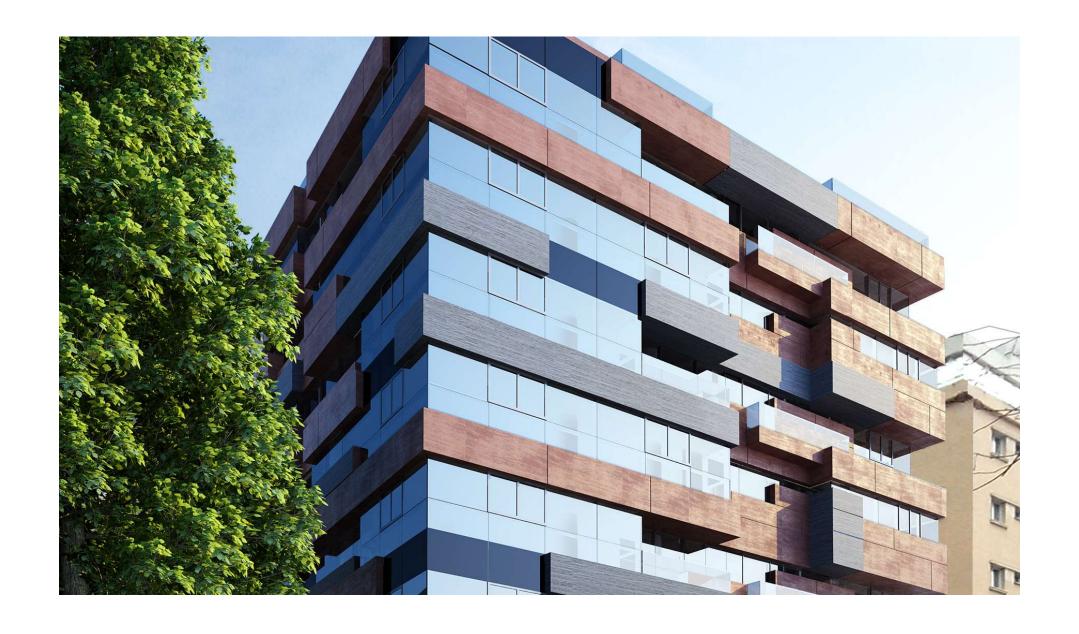
Amber Gardens by alesonor - Tunari



One Herastrau Park by One United Properties



Vision by Studium Green – Cluj



Floreasca1 by 1development - Bucharest



One Charles de Gaulle by One United Properties



One Herastrau Plaza by One United Properties



Lake View by American Eco Homes – lasi



AFI City Bucuresti Noi

# estimated CO<sub>2</sub> impact

| Units                                 | Total SQM | $kg CO_2 \Psi/SQM$ | Total kg $CO_2$ $\psi$ |  |
|---------------------------------------|-----------|--------------------|------------------------|--|
| Completed or In Construction          |           |                    |                        |  |
| 2.797                                 | 207.707   | 2.32               | 481.684                |  |
|                                       |           |                    |                        |  |
| Completed, In Construction or Planned |           |                    |                        |  |
| 4.641                                 | 283.307   | 2.32               | 657.005                |  |
|                                       |           |                    |                        |  |

#### renovations

- safety, structural considerations
- certification costs may need to be re-adjusted if projects are smaller; perhaps a logical place for state support

# moving forward

- suitable home rating tool + EPC
- engage mortgage underwriters about risk
- real estate appraisals / valuations
- National (Central) banks recognition of energy savings as additional income
- "soft launch" for potential partner banks

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### Thank you!

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